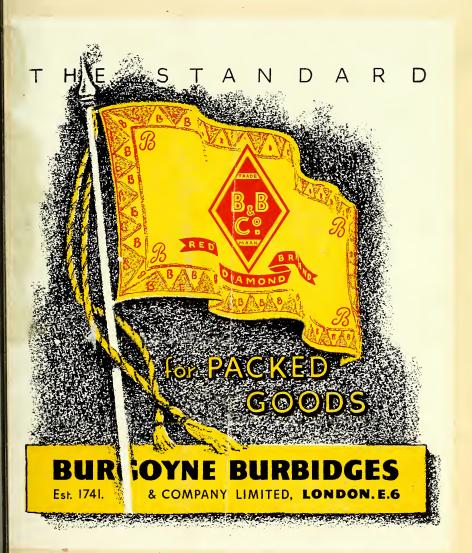
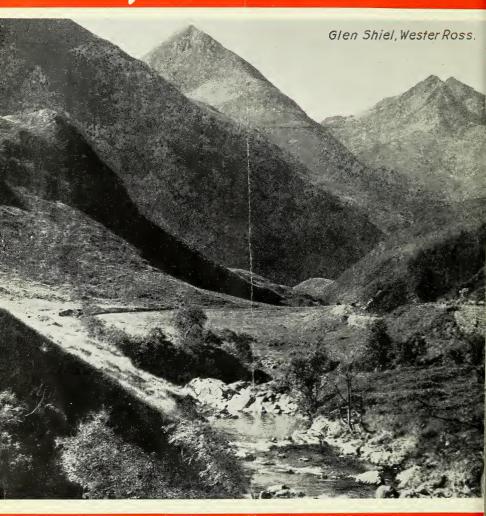
# CHEMIST AND DRUGGIST

for RETAILER — WHOLESALER — MANUFACTURER

JULY 21, 1951



# Pride of Place....



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# CHEMIST AND DRUGGIST

for RETAILER — WHOLESALER — MANUFACTURER
JULY 21, 1951

Published weekly at 28 Essex Street, Strand, London, W.C.2

Telephone: Central 6565 (10 lines). Telegrams: "Chemicus, Estrand, London."

agle copies 1/- each. Annual Subscription, which includes The Chemist and Druggist Diary and Year Book. £2

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# **NEWS OF THE WEEK**

Sulphur Under Materials Ministry.—A atutory Instrument (S.I., 1951, No. 1244), ective from July 12, transfers from the ard of Trade to the Minister of Matels the administration of certain Orders, nongst which are the Ground Sulphurices Order, 1951; Control of Sulphurder, 1950; and Sulphuric Acid (Prices) der, 1951.

Chemical Industry and Medicine.—The ciety of Chemical Industry Medal Lece, 1951, was given by Professor E. C. dds in London recently, on the occasion the Society's seventieth annual meeting. Sessor Dodds spoke on "The Decisive Fluence of the Chemical Industry on dicine," referring in turn to the introction of Salvarsan, the sulphonamides, ibiotics and the antimalarials.

Standing Advisory Committee. — The nister of Health has made the following pointments to the Standing Pharmaceulal Advisory Committee of the Central alth Services Council:—Messrs. P. bson, Ph.C., D.B.A., Leeds; J. Gilmour, P.S., Liverpool; J. C. Hanbury,

B.Pharm., Ph.C., F.R.I.C., Ware, Herts; J. B. Lloyd, M.P.S., Manchester; and J. H. Wood, M.P.S., London.

Dental Industry Order. — Agreements relating to the collective enforcement of resale prices of dental goods, or which restrict the number of persons carrying on business as suppliers of dental goods, have been made unlawful by the Monopolies and Restrictive Practices (Dental Goods) Order, 1951 (S.I. 1951, No. 1200) made recently by the Minister of Health, and Secretary of State for Scotland.

Ethics of Selling Contraceptives.—The Council of the Pharmaceutical Society has sent a request to chemists to give no indication, direct or indirect, that they sell contraceptives. While their sale may, in the Society's opinion, be properly undertaken by pharmacists, an increasing tendency to draw attention to such goods is regarded as damaging to the reputation of pharmacy, and action is proposed against flagrant breaches of the recommendation.

Sales to Overseas Visitors.—The Commissioners of Customs and Excise are

shortly issuing two Public Notices:—No. 77E, "Retail Export Trade," which describes the procedure which traders should follow when making sales under the Personal Export Scheme or for export to the order of an individual customer by post or as freight; and No. 77F, "The Purchase Tax Coupon Scheme," which deals similarly with the special arrangements for tax-free purchases by overseas visitors holding United States or Canadian passports. Trade Associations may obtain "reasonable quantities" on application to the Secretary, Section 20(D), H.M. Customs & Excise, City Gate House, Finsbury Square, E.C.2.

International Sulphur Allocations.—The International Materials Conference in Washington has announced an cation scheme to divide available sulphur suppl'es among the countries of the "free world." The scheme allows for the division of 286,400 tons of crude sulphur, 250 000 tons of which will be available for export by the United States in the current quarter. The allocation made to the United Kingdom for the third quarter of the year is 106,300 tons and the import quota, 105,000 tons. (Difference between allocation and import quota is accounted for by domestic production and reduction of stocks.) The allocation applies only to crude sulphur as the sulphur committee had not sought to allocate the relatively small quantities of sulphur which enter international trade as crushed, ground, refined, sublimed, or flowers of sulphur. The Conference said the committee intended to recommend by September 10 firm allocations for the fourth quarter of this year.

Chemists Federation.—A meeting of the Chemists Federation council was held on July 5, the vice-president (Mr. W. T. Elder) in the chair. Meetings of the C.F. propaganda, standards, and finance and establishment committees were held on the previous day. Since the previous meeting of the Council the last of the series of propaganda postcards had been sent to retailers and the second set of windowdisplay illustrations incorporating the C.F. display sent to all purchasers of those sets. The outdoor representative of the Federation had visited all chemists in the area of the Pontefract, Castleford and District National Pharmaceutical Union Branch. The name of J. R. Gibbs, Ltd., Paignton, was transferred from section B to section A

of the list of approved C.F. wholesalers. The application of Calmic, Ltd., (products, Calped fungicide cream and Calped fungicide powder) for additions to the schedule of a C.F. agreement was approved. An application for manufacture membership was refused as the product offered was not considered acceptable for inclusion in the C.F. list. The C.F. standards committee continued its work of examining products included in the C.F. list prior to the establishment of a C.F. code of standards. The council received a report upon the co-operation of several C.F. manufacturers in amending the claims made for their C.F. products following suggestions made by the council.

# LOCAL NEWS

Chester Pharmaceutical Committee.— The officers of the Chester Pharmaceutical Committee have been re-elected for a further term of office.

Works Fire.—A fire broke out in the packaging department of the Murphy Chemical Co., Ltd., Wheathampstead, Herts, recently, destroying a number of packages of the company's products.

Lecture on Pharmacopæial History.— Members of the Leeds Branch of the Pharmaceutical Society recently heard Mr. G. A. Nelson, Ph.C., give an address on "Early British Pharmacopæias."

Press Reports on N.H.S Discipline.— Birmingham Health Executive Council agreed on July 6 to issue to the Press only summarised reports of disciplinary actions taken against doctors, chemists, dentists, and opticians.

Resolution to Minister.—At a meeting of the Portsmouth Health Executive recently, a resolution was passed calling for immediate steps to clear up arrears of payments. The resolution is to be sent to the Minister of Health, and to the conference of Executive Councils in October conference. [see also p. 71].

Heriot-Watt Prize-winners.—Miss Sui Choo Chua was awarded the Duncan medal for the best student in the Pharmaceutical Chemist Qualifying examination course at the Heriot-Watt College, Edinburgh, recently. The Malpas prize for the best student in the physics class for pharmacy was won by Mr. G. F. Anderson, Lochgelly, Fife.

Sulphur Plant for Southampton.—A new plant for the extraction of sulphur from crude oil is to be built by the Esso

Petroleum Co., Ltd., at Fawley, Southampton. When it is completed, early in 1953, it is expected to produce about 12,000 tons of 95.5 per cent. chemically pure rock sulphur a year.

West Sussex Pharmaceutical Committee.—The inaugural meeting of the 1951-54 West Sussex Pharmaceutical Committee was held on July 3. The following officers were elected:- Chairman, Mr. T. Cale; Vice-chairman, Mr. C. G. Mitten; Secretary, Mr. E. J. W. Cuer, 25 Montague Street, Worthing, and Treasurer, Mr. W. D. Troup.

Television Set for Birdsgrove House.—A television set purchased by the Coventry and Warwick Branch of the Pharmaceutical Society was ceremonially presented to Birdsgrove House, convalescent home of the Pharmaceutical Society, during a visit of the branch there recently. The presentation was made by Mr. W. A. Bales (branch president) who praised the home and paid tribute to the work of the warden (Miss M. C. Jones) and her staff.

Local Provision for Late Medicines.—Following representations from the Coseley, Staffs, urban district council for the provision of late dispensing service in the village, Staffordshire Executive Council has decided that it is impracticable to provide a late dispensing service in the village of Coseley in response to a request from the local urban council, as there are only two chemists in the village. Both chemists, however, have agreed to dispense urgent medicines at once even if it entailed returning to the shops.

# OUTINGS

Devon Firm's Staff.—The staff of Ernest Jackson & Co., Ltd., Crediton, Devon, held their annual outing on June 22, going in five coaches to Newquay, and returning via Okehampton, Tavistock. Bodmin, Camelford and Launceston. Among those attending were Mr. W. E. Jackson (managing director) and Mrs. Jackson; Mr. E. M. Jackson, Mr. and Mrs. W. L. Thomson, Mr. James Searle, Mr. J. Park and Mr. D. C. Bristow.

Rhyl Branch.—Members of the Rhyl Branch of the Pharmaceutical Society went by coach to visit the works of the Rhyl Water Undertaking at Glascoed and Llanefydd on June 28. Councillor D. W. Jones (chairman of the Water Undertaking) welcomed the visitors and gave a summary of the scope of the Undertaking. After tea the party visited the reservoirs and dam at Llyn Aled and Aled Isag.

London Works Staff.—The staff of Meggeson & Co., Ltd., this year went to Ramsgate on their annual outing on June 23. Mr. Harold Monkman presided, and at a ceremony during the day presented on behalf of the board gold watches to two members of the staff, Messrs, S. H. Lawrence and D. Smith, who had completed over fifty years' service with the company. Mr. Monkman was later presented with gold links and studs from the staff to mark his appointment to the board during the year. A message of good wishes was sent to Mr. R. Campbell Feather (managing director) who was prevented by illness from attending.

# SPORT

Golf.—Golf Sections, Birmingham and Manchester Pharmaceutical Associations, at Stokeon-Trent, on July 1. B.D.H. challenge cup won by Birmingham (529-544). Li-Lo challenge cup for best individual score won by F. D. Gee, of Manchester (19).

Edinburgh Chemists' Golf Club, at Kilspindie, for Crookes' trophy: J. B. Grosset, (13),



STAFF OUTING.—R. J. Reuter Co., Ltd., perfumers, Slough, Bucks, held their annual staff luncheon at Brighton recently at which the managing director (Mr. H. E. Cooper) presided. Also present were Mrs. H. E. Cooper, Mr. J. N. Cooper (assistant managing director), Mr. J. E. Dulley (a director), with Mrs. Dulley, representatives and 150 employees. A table lighter was presented to Mr. H. E. Cooper, and Mrs. Cooper received a bouquet of carnations.

68; for Blyton, Astley prize: F. Hepburn, (18), 72; for club prizes, No. 1 section: 1, R. H. Gilliland, (6), 74; 2, R. F. Muir, (7), 75. No. 2 section: 1, H. Campbell, (12), 74; 2, J. F. Robertson, (11), 75. No. 3 section: 1, M. Meehan, (21), 76; 2, A. N. Fleming, (20), 79. Best scratch score: W. E. Herd, 79.

London Chemists' Golfing Society, South Herts Golf Club, Totteridge, London, N.20, on June 13, Arthur H. Cox prize and Captain's prize. Winners: J. E. Blackwell (17), 1 down, and Kenneth Hughes (7), 72 net.—At Godalming, Surrey, on July 8, for Thomson cup: Winner: J. Allen-Price (20), 72 net (decided on last nine holes against R. Poole, 72). Other leading scores: A. H. Newcombe, 74; R. Collings, 74. Ladies (9-hole) for vice-captain's prize: Winner: Mrs. Allen-Price, 40½. Mixed foursomes for prizes presented by R. J. Reuter Co., Litd., were won by Mrs. Deas and Mr. R. Poole (vice-captain); runners-up, G. T. Morson and G. H. Hankinson. For best score over six hidden holes: Winners: E. G. Nice and H. R. Nightingale.—At Enfield, Middlesex, on July 5, Medal round for president's prize. Leading scores: W. S. Hutcheon (11), 61; A. M. Dinwoodie (24), 65; T. M. Hunnings (14), 65; B. F. Tisdall (11), 63; G. T. Morson (13), 66; L. W. Lester (22), 66; F. W. Dunnett (21), 68; and E. G. Nice (13), 69, Bogey competition for Jubilee vase: Leading scores: W. S. Hutcheon, 6 up; B. F. Tisdall

and L. W. Lester, each 2 up (decided on last six holes); T. M. Hunnings, 1 up; G. T. Morson, 1 up. Entry fees (£2 17s, 6d.) have been forwarded to Benevolent Fund of Pharmaceutical Society.

# IRISH NEWS

Judge and Doctor's Writing.—Stating that the medical certificate concerning an absent juror and the doctor's signature were unreadable Lord Justice Porter at Tyrone Assizes recently said that he should really fine doctors in such cases for contempt of court.

Successful Students.—Mr. J. W. McE. Graham, Donemana, co. Tyrone, who took first place in the recent final qualifying examination of the Pharmaceutical Society of Northern Ireland, is to receive the Society's gold medal on July 20 and his name will be recorded on an engraved panel in the Society's headquarters in Belfast. Twelve other students successful in the examination are also due to receive their certificates from the president (Mr. H. W. Gamble) at a meeting of the Council.

# SCOTTISH DEPARTMENT EXECUTIVE

A MEETING of the Executive of the Scottish Department of the Pharmaceutical Society was held in Edinburgh, on July 11, Mr. C. W. Macfarlane, Ph.C., in the chair. Messrs. J. Anderson, W. S. Culbert, W. T. Elder, J. B. Grosset, S. Hughan, J. Jolly, C. W. Macfarlane, J. C. Michie, H. T. Thomas and R. S. Whitelaw were present. Congratulations were extended to the re-elected and new members (see C. & D., June 23, p. 790).

Messrs. Thomas, Kelso, and Hughan, Glasgow, were unanimously elected Chairman and Vice-chairman of the Executive respectively. Mr. Thomas moved into the chair, and, on behalf of the Executive, expressed thanks to Mr. Macfarlane for the work which he had carried out so success-

fully as chairman.

Committees were appointed as follows: General Purposes: The chairman, vice-chairman, Messrs. Anderson, Drummond, Grosset, Mackay and Murray. Nomination of Examiners: The chairman, vice-chairman, Messrs. Anderson, Culbert, Macfarlane and Meldrum. Education: The chairman, vice-chairman, Messrs. Macfarlane, Michie, Park, Simpson, and Skinner. Public Services: The chairman, vice-chairman, Messrs. Anderson, Bennett, Drummond, Elder, Jolly and Skinner.

The matter of nomination of examiners for Scotland for 1951-52 for submission to

the Council was remitted with powers to the Nomination of Examiners Committee.

A letter had been received from the secretary and registrar of the Society intimating that the Council would like to have the Executive's observations on the following resolution from the Aberdeen and North Eastern Scottish Branch:—

This Branch is of the opinion that matters applying particularly to pharmacists resident in Scotland should in the first instance be referred to the Executive of the Scottish Department for its consideration and recommendation before a

decision is arrived at by the Council.

The Executive, after discussion, agreed to support the resolution in its present amended form, and further suggested that the resolution should be forwarded to the Council in the name of the Scottish Executive.

Consideration was given to the advisability of continuing to appoint divisional secretaries. It was agreed that the machinery of the local branches of the Society and of the local Pharmaceutical Committees was adequate and that the need for divisional secretaries no longer existed; it was decided to write to divisional secretaries to that effect, and to intimate the decision to London.

It was agreed that the chairman would represent the Executive at the British Pharmaceutical Conference to be held at

Harrogate.

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# TOPICAL REFLECTIONS

# Functions of Advertising

Discussions on advertising have been in the news for several days past; and I am glad to see that at an exhibition of the Institute of Incorporated Practitioners in Advertising The CHEMIST AND DRUGGIST headed the list of trade journals commended as serviceable in promoting new products in the chemist's field (p. 34). A reference to the functions of advertising made in the address of Sir Geoffrey Heyworth, chairman of Lever Brothers & Unilever, Ltd., at the annual meeting of the company on July 12, is a concise summary of the essential points that concern advertisers. The rationaliser, Sir Geoffrey said, sees waste in advertising; but it has to be related to the whole process of production and consumption. Advertising sustains the demand necessary to bring about savings in production costs; it also reduces the cost of retailing by speeding up turnover of stock. The comparatively high costs of advertising new products are part of the initial outlay, and are comparable to costs of research and development. No one thinks of abolishing research because of lines which have been pursued but have to be abandoned. On the question of price maintenance, the chairman affirmed his conviction that in his company's own field of household goods the right of an individual producer to make arrangements for this maintenance should be preserved. (I have not been able to find in the report I consulted a reference to collective price maintenance.) added that increase in industrial turnover and the advantages of large-scale production have not been effected by legislation or restriction, but by letting the most efficient prove their ability.

# A Pharmaceutical Ambassador

The account, by an Australian correspondent, of Mr. A. A. Meldrum's visit to Australia (p. 53) fittingly supplements the reference, at the July Council meeting of the Pharmaceutical Society (p. 43), to the past-president's tour in that country, New Zealand and Canada. It is no light task for any British pharmacist, however fully conversant with pharmaceutical affairs at home and abroad he may be, to make a journey to the other side of the world and carry out an exacting round of engagements extending over several weeks. The vast extent of Australia must tend to

render travel from State to State tiring. Happily Mr. Meldrum seems to have come through without undue fatigue. It will be noticed that he was accompanied at various stages of his visit by three or four leading Australian pharmacists: it may be inferred that our ambassador thus received first-hand information on Commonwealth conditions. His public utterances have undoubtedly entailed ample preparation, and it is obvious that they were supplemented by numerous talks and short speeches made during social functions. The "few days' sight-seeing tour" mentioned by your correspondent was well merited. In reply to a welcome by his own Council, Mr. Meldrum referred to the kindness everywhere evidenced during his visit, and spoke of the need of maintaining a high standard of pharmaceutical education in Great Britain.

# Scottish Department's Anniversary

The hundredth annual meeting of the Scottish Department of the Pharmaceutical Society (pp. 45-46) brought not only a discussion but also a stimulating address by Dr. D. McCall, who as resident secretary has fully maintained the high standard set by Mr. J. Rutherford Hill and Dr. Joseph Tait. More will be heard, I trust, of his suggestion that a booklet dealing with the progress of pharmacy in Scotland during the past hundred years might be published. Your issue of December 21, 1901, contained an illustrated history of what was then known as the North British Branch of the Society, with a report of its jubilee dinner; and I have more than once refreshed my memory with the help of that article. Enough has happened since 1901 to justify the issue of a publication of the kind suggested. Dr. Mc-Call's address showed a wholesome avoidance of flattery. He told his audience that the question of training apprentices had not been taken seriously enough in "a large number of private pharmacies"; that the weakest link in the Scottish pharmaceutical chain at the moment was the absence of a strong organisation of employees; and that the recent National Health Service dispute was only the beginning of a long struggle which would never stop. One question arises from the last of these pointed remarks: is there, south of the Border, as much tenacity as in Scotland?

# **NEW COMPANIES**

Dutton Pharmacy, Ltd. (P.C.).—Capital, £100. To carry on the business of pharmaceutical chemists, etc. Honor Dutton and Dorothy Bracewell, M.P.S., directors. R.O.: 25 Hampton Road, Twickenham, Middlesex.

T. B. Follows (SITTINGBOURNE), LTD. (P.C.).—Capital £8,000 To acquire the business of Thomas B. Follows at Times Chambers, Park Road, Sittingbourne, Kent. Thomas B. Follows, M.P.S., and Mrs. Edna M. Follows, directors.

STEARN BROS., LTD. (P.C.).—Capital £1,000. To carry on the business of chemists, opticians, etc. Ernest P. Simkin, Ph.C., The Old Forge, Great Finborough, Suffolk, and James D. M. Flett, M.P.S., directors.

Eakins (Chemists), Ltd. (P.C.).—Capital £1,000. To carry on the business of retail chemists and druggists. Ernest W. Eakins, Mrs. Violet L. Eakins and John K. Lou's, M.P.S., directors. R.O.: 7 Buckingham Road, Edgware, Middlesex.

Parke, Davis & Co., Ltd.—Particulars filed pursuant to Section 407 of the Companies Act, 1948. Capital \$50,000. Registered in the United States of America on August 17, 1950, as Parke, Davis & Co., Overseas, Ltd., and renamed on January 19. The company was formed to manufacture, prepare, import and export drugs, medicines, chemicals, etc. H.O.: Denver, Colorado. British address: Staines Road, Hounslow, Middlesex. Homer C. Fritsch, William R. Jeeves, Harry J. Loynd, Cleveland Thurber and Nathan T. Viger, directors.

Company News

W. J. Bush & Co., Ltd.—Net profit for 1950 after deduction of tax is £398,648 against £300,293 in the previous year. A final dividend of 15 per cent. (12 per cent.) also a bonus of 5 per cent. (same) is recommended.

Griffiths Hughes Proprietaries, Ltd.—A final dividend is proposed of 5 per cent. (7½ per cent.), making 7½ per cent. (10 per cent.) for the year. Consolidated profit amounted to £349,470 (£390,297); taxation, £235,821 (£226,420). To reserve, £15,000 (£25,000); carried forward, £49,451 (£46,903).

VITAMINS, LTD.—Net profit of the parent company for the year ended March

31, after deduction of tax, amounts to £55,913 (against £10,077 for the previous year). To general reserve £10,000 (nil); produced dividend of twopence per share, less tax, £10,211 (£10,698); forward £12,689 (£11,987).

Reckitt & Colman, Ltd.—Consolidated trading profit for 1950 was a record for the company, amounting to £4,202,956, (against £3,538,174 for 1949). The dividends, totalling 20 per cent., are the same. Consolidated net profit, after tax, was £1,562,249, compared with £1,306,214. Taxation took £1,466,000 (£1,320,000). The sum of £500,000 was transferred to the general reserve (£200,000) leaving a carry forward of £1,741,813 (£242,715).

Beecham Group, Ltd.—Subject to audit, trading profits of the group for the year ended March 31 amount to £2,735,077, compared with £2,427,430 for the previous year. A final dividend of 4 per cent. is being paid on the deferred shares, making a total distribution for the year of 40 per cent. (the same as the previous year). The sum of £440,006 is put to reserve (against £356,896).

# **BUSINESS CHANGES**

J. FARRER-BARNES, LTD., 38 Banks Road, Garston, Liverpool, 19, took over the pharmacy of L. W. Mussell, Ltd., 14 Mackets Lane, Hunts Cross, Liverpool, on July 16.

The Goldhawk Pharmacy, Ltd., have opened a business at 112 Goldhawk Road, Shepherd's Bush, London, W.12. Mr. K. Blumhoff, M.P.S., is a director.

Amber Pharmaceuticals, Ltd. (tablet department), Byron House, 7 St. James's Street, London, S.W.1, have appointed Mr. J. W. Elliott their representative in Surrey, Sussex, Berks, Hants and Dorset in succession to Mr. W. C. Smith.

Innoxa (England), Ltd., and associated companies are reoccupying their pre-war premises, I Eden Street, Hampstead Road London, N.W.I, on July 23 (telephone: Euston 8575). Purchasing and works officer remain at 233 Balls Pond Road, N.I.

EVANS MEDICAL SUPPLIES, LTD., have appointed Mr. H. Cooper representative for North-east Lancs, and Mr. D. W. Martin, B.Sc., F.R.G.S., previously the company's representative in the West Indies the representative in Hong Kong.

# THE WEEK IN PARLIAMENT

MR. G. TOMLINSON (Minister of Education) told MR. B. JANNER at question time on July 12 that he was pressing forward with a "large and increasing" programme of new technical college bu'lding.

# **ACTH** and Cortisone in Hospitals

MR. H. A. MARQUAND (Minister of Health) told MR. T. F. PEART on July 12 that fifty-six hospitals in England and Wales received monthly supplies of ACTH and cortisone.

# 72 per cent. On Account in Portsmouth

SIR JOCELYN LUCAS asked the Minister of Health on July 12 whether he was aware that the on-account payments under the National Health Service of two Portsmouth chemists, whose names he had given the Minister, had been respectively only 74.4 per cent. and 72.2 per cent. since May 1950, and whether he would take action in the matter. Mr. H. A. MAR-QUAND (Minister of Health): If hardship is claimed in these cases I will gladly consider a special supplementary advance on being furnished with details by the chemists. Mr. Marquand told Brigadier T. H. CLARKE that the approximate delay in certifying final payments to Portsmouth chemists was eight and a half months.

# LEGAL REPORTS

Morphine Illegally Procured.—At a special court at Wrexham, on June 22, Dr. T. O'Neil Fraser Kelly, Ruabon, was ined £5 on each of four charges of procuring for his own use morphine other than in accordance with the terms and conditions of his authority. He pleaded guilty. The quantities obtained were 6½, 10, 5, and 12½ grains. Kelly was given seven days to pay the fines.

Claims for a "Discovery."—At Hastngs recently Arthur C. Baxter, Magdalen
Road, St. Leonards, was fined £5, with
£5 5s. costs, on a charge of unlawfully
aking part in the publication of an adrertisement referring to an article in terms
alculated to lead to its use in the treatnent of infantile paralysis. An inspector
of the Pharmaceutical Society said he had
eccived from Baxter a leaflet headed "The
world's most successful discovery."

Castor Oil Sold as Olive Oil.—At Liverool magistrates' court of July 4, John oseph Dalton, M.P.S., Wavertree Road, Liverpool, who was alleged to have sold olive oil not of the nature, quality and substance demanded, pleaded not guilty, and summoned his suppliers, McClure, Young and Co., Ltd., Standard Road, London, N.W., alleging that any contra-vention of the law was due to their act or default. It was stated that Dalton had purchased two 1-gall, cans which were invoiced as containing olive oil; each can was labelled "olive oil" in Latin. inspector who entered the shop asked for olive oil and an assistant supplied him with a 10-oz. bottle, which on analysis was found to be 100 per cent. pure castor oil. The company, through its legal representative, accepted full responsibility. What had happened, they said, was due to an isolated labelling mistake, the first in more than thirty years, made in the company's Glasgow factory. No dangerous drugs were handled at Glasgow, but thousands of gallons of o'l were handled there every week. The summons against Dalton was dismissed, and the company were fined £10, with payment of £5 5s. costs to Dalton and £3 3s. costs to the Liverpool Corporation.

# **COMING EVENTS**

Sunday, July 22

London Pharmacy Ramblers. Ramble to Scotney Castle and Bayham Abbey. From Victoria, 9.30 a.m., Clapham Junction, 9.38, and East Croydon, 9.53.

Tuesday, July 24

THAMES VALLEY BRANCH, NATIONAL PHARMACEUTI-CAL UNION, Kingston Hotel, Kingston-on-Thames, at 7.45 p.m. Special meeting on Ministry's offer of new N.H.S. terms.

## Thursday, July 26

EAST METROPOLITAN BRANCH, PHARMACEUTICAL SOCIETY, Bald Faced Stag Inn, Buckhurst Hill, at 2.45 p.m. Photographic ramble (tea, 2s. 6d. per head). At 7 p.m. Mr. D. W. Payn, barrister-at-law (assistant secretary, Proprietary Articles Trade Association) on "'The Government Threat on Resale Price Maintenance."

# Friday, July 27

WEST MIDDLESEX BRANCH, NATIONAL PHARM CEUTI-CAL UNION, Y.M.C.A., Bond Street, Ealing, London, W.5, at 8 p.m. Discussion on National Health Service remuneration and resale price maintenance.

INTERNATIONAL PHARMAGEUTICAL STUDENTS' FEDERATION, Copenhagen, De Jark, Holiday camp and Conference, August 13-23. Inquiries to: Secretary-general, Bent Foltmann, H. C. Orstedsvej 39B, Copenhagen V, Denmark.

CHEMICAL RESEARCH LABORATORY, Teddington. Open days, September 19, 20, and 21. Applications from industrial concerns not on mailing list for tickets should be made before August 31.

# MARRIAGES

Golden Wedding.—WATKINS—SYMMONS.—At the Methodist Church, Maidenhead, on July 11, 1901, Archibald Greenwood Watkins, M.P.S., to Eliza Rosina Symmons. Present address: Hainault, 35 Laburnham Road, Maidenhead.

# **DEATHS**

BLAIR.—On June 14, Mr. John Leaton Blair, M.P.S., 44 Elms Road, Clapham, London, S.W.4. Mr. Blair qualified in 1921.

Grant.—At St. Andrews, suddenly, on July 6, following an accident, Miss Maureen Ishbel Grant, only daughter of Mr. George F. Grant, M.P.S., 74 Leicester Avenue, Kelvindale, Glasgow, W.2.

HAYBALL.—At 9 Bulwick Avenue, Scarthoe, Grimsby, on July 8, after six years' illness following a stroke, Mr. Edward Tom Hayball, M.P.S., aged sixty-five. A native of Lymington, Hants, Mr. Hayball removed to Brighton and later to Grimsby, where he took over in 1928 the business of Mr. G. Lawrenson. During the 1939-45 war his premises were bombed. Mr. Hayball was a past-president of the Grimsby Pharmacists' Association. He is survived by a daughter, Miss Peggy Hayball, M.P.S., and a son, Mr. John Newton Hayball, M.P.S.

MACADIE.—At Pax, Arundel Road, Ashingdon, Essex, on July 3, Mrs. W. Macadie (wife of Mr. William Macadie, Ph.C., formerly chief pharmacist at the Royal Free Hospital, London).

Pugh.—On July 13, Mr. Richard Jones Pugh, M.P.S., 52 Kimberley Road, Cardiff. Mr. Pugh qualified in 1904.

SMALLEY.—On June 28, Mr. Charles Smalley, M.P.S., 6 Carr Street, Ipswich, Suffolk, aged seventy-two.

# WILLS

Mr. G. R. R. Buttery, M.P.S., 186 South Ealing Road, London, W.5, left £9,991 (£8,671 net).

MR. J. C. Berry, M.P.S., 9 Beechcroft Avenue, Harrow, Middlesex, and 96 Craven Park Road, London, N.W.10, left £8,234 (£8,129 net).

MR. N. COLBECK, M.P.S., 113 Norton Road, Winton, Bournemouth, Hants, formerly of Varndean Lodge, London Road, Brighton, left £1,227 (£1,171 net).

# PERSONALITIES

Mr. H. H. Jones, Ph.C., J.P., Sheriff of Carnarvonshire, and Mrs. Jones, were commanded to attend the Royal Garden Party at Buckingham Palace, on July 19.

MR D. T. EVANS, M.P.S., who was recently elected chairman of the Somerset

Branch of the Pharmaceutical Society, served his apprenticeship with Mr. H. O. Anthony, Abercynon, Glamorgan, and qualified in 1926 from the Welsh College of Pharmacy, After experience in Kent and Cheshire he joined Timothy Whites & Taylors, Ltd., in 1929, and has been a branch manager in Yeovil



since then except for a break of two years (1930-32) at Torquay. He is the founder secretary of the Yeovil and District Pharmacists' Association, and has been a member of the Somerset Pharmaceutical Committee since 1948.

MR. F. GILLEY (London representative for H. Bronnley & Co., Ltd., Warple Way, London, W.3), retired on June 30 (see C. & D., July 14, p. 40), after being in the company's service for twenty-nine years.

MR. G. D. Ross, M.P.S., recently elected president of the North Staffs Branch of

the Pharmaceutical Society, was apprenticed in Longton, Stoke - on Trent, and qualified in 1933 from Nottingham University. After experience in the south of England, opened his pharmacy in Meir, Stoke, in August 1938, with a branch pharmacy in Longton opened in 1950. Mr. Ross



thas been a member of the committee of the North Staffs Branch since 1040, apart from naval service, 1942-45, and was vicepresident of the branch, 1950.

# TRADE NOTES

Wrapping Papers.—James Townsend & Sons, Ltd., Little Queen Street, Exeter, direct attention on another page to wrapping papers in stock when their announcement was drawn up.

Change of Title.—Riddell Products, Ltd., Axtell House, Warwick Street, London, W.1, announce that their preparations, liquid and ointment for rheumatism, previously issued under the title Rheumasan, are to be known in future as Riddorheum.

Scalpel Blades.—George H. Lawrence, Ltd., Laurel Works, Sheffield, 3, have now available surgical scalpel blades, B.P. type, Nos. 10, 11, 15, 21, 22 and 23, individually wrapped and contained in packets of six. Samples and prices are obtainable

on request.

Discontinued.—The Armour Laboraories (Armour & Co., Ltd.), Lindsey Street,
London, E.C.1, have discontinued the folowing products:—Armopep, peptonised
beef extract glycerinated, calf's foot jelly,
Chymol, junket tablets and powder, essence
of rennet (plain and flavoured), Ovols,
Armozyme tablets "strength" ovals pepin-compound pills, and pepsin-compound
ablets.

Soap Novelties. — F. R. Cullingford, Ltd., Riley Works, Chelsea, are marketing n a cardboard and transparent-tissue pack heir "three little bears" soaps in pink, white and blue soap, as given away at the Ideal Home Exhibition, Olympia, earlier in the year. The soaps weigh I oz. and measure about I in. each. There is a larger 3-oz. size.

Holiday Closings .- WARREN, STANLEY & Co. Ltd. 129 High Street, Edgware, Middlesex, announce that their premises will be closed for summer holidays, August 4-18. -Freeder Brothers PAPER Brimsdown, Enfield, Middlesex, state that their works will be closed for the annual holiday from July 27 until August 7. A skeleton staff will be on duty in the offices on July 31 and August 2 respectively to attend to urgent inquiries.—THORNTON & Ross, Ltd., Linthwaite, Huddersfield. advise chemists that their works will be closed for the annual holidays from August 11-18 inclusive.

Versatile Plastics.—Bringing together products representative of its activities in many fields from bank-notes to gas cookers, Thomas De La Rue & Co., Ltd., 84 Regent Street, London, W.1, were able to organise a sizeable. and very varied exhibition in London recently. The exhibits extended to shop and laboratory fitting with illustrations and examples of the use of (a) Formica laminated plastic, a decorative board on which any design may be printed and permanently protected by a top lamination of transparent sheeting: Formica





stographs illustrating the use of the company's laminated plastic materials featured prominently at De La Rue exhibition (see paragraph on this page). They included two taken at St. Thomas's spital, London. Left: Scratch-, heat-, and stain-proof vertical and horizontal surfaces in Formica.

Right: Vertical and horizontal surfaces in Traffolyte.

is widely used for counter or laboratory bench tops; (b) Traffolyte laminated boards which may be either printed or engraved with wording so that the colour of the sheet immediately below shows through; and (c) polyvinyl chloride tubing used, among other things, for blood transfusions because it is flexible, transparent, easily cleaned and unbreakable.

Toilet Preparations for Men.—Goya, Ltd., 151 New Bond Street, London, W.1, are marketing a new Corvette range of men's products, including shaving stick, shaving bowl, lather shaving-cream, brush-



less shaving-cream, hair cream, brilliantine and solid brilliantine, invisible talc and after-shave lotion. The series is being launched with national advertising commencing later in the summer but the preparations, with display material, are already available to chemists. Each package is illustrated from the painting in oils of a corvette by the marine artist A. G. Wilcox, and a "tie-up" has been arranged with the film "Captain Horatio Hornblower, R.N."

New Products and Packs. — British Schering, Ltd., 229 Kensington High Street, London, W.8, announce that En-terocid is now available as a suspension containing 0.25 gm. phthalylsulphacetamide per fl. dr. in a toffee-flavoured medium. To assist the doctor in prescribing, the company have issued literature giving details of dosage for all age groups (and particularly for infants to a few weeks of age and upwards). Enterocid suspension is available in bottles of 100 c.c. and 500 C.C.—WARD BLENKINSOP & CO., LTD., 6 Henrietta Place, London, W.I, have added to the range of Penotrane preparations a o.1 per cent. jelly in 1-oz. printed tubes and a 0.4 per cent. dusting powder in plastic insufflating containers.

# DDICE CHANGES

PRICE CHANG	F2		
Cuxson, Gerrard & Co., Ltd. (from	July	2).	
Sylvia sanitary towel $Doz$ .	Tax	I.R	P
Size o 23 6		2	6
1 26 3			10
2 30 0		3	6
3 35 0		4	2
Sylvia maternity pad 4 6		37	0
Altex sanitary towel 2 6		23	0
Roberts & Co.		-	
Bormol 36 o	1 0		0
Robuval 40-0z, 126 0	$\frac{3}{6} \frac{6}{6}$		6
80-oz. 234 o	6 6	32	6
Robinson & Sons, Ltd. (From July 2)	).	٠.	
	~	Pkt	
Gross	Tax	1 0	loz.
Mene sanitary towels:			
(4 gross per non-return-	2711		0.1
able carton), size o 25 4	Nil	2	81/2
size 1 29 8	Nil	3	2
size 2 36 8	Nil		11
size 3 44 10	Nil	4	$9^{\frac{1}{2}}$
size 4 53 1	Nil	5	8
Menex sanitary towels:			
(4 gross per non-return-			
able carton), size XO 21 10	Nil	2	6
size XL 23 5	Nil	2	6
size X1 (tied loops) 24 11 size X1 (sewn loops) 25 10	Nil	2	8
size X <sub>1</sub> (sewn loops) 25 10	Nil	2	9
Ward, Blenkinsop & Co., Ltd. (fro	m Jul	y 9).	
Sulphadiazine tablets,			
0.5 gm. 100		18	6
500		90	0
1,000		180	0
powder, 500 gm		179	6
Placadol tablets 20		4.	6
100		20	0
ampoules 5 x 2-c.c. Placadol Sed. tablets 20	4	4	9
		5	0
Soliaulomido o sam tobleto		21	9
Salicylamide o.5-gm, tablets	0 0		0
100	2 0		6
500 1,000		73	4
1,000	13 4	13	4

PROPRIETARY	A	R1	TCL	ES	
TRADE ASSO					
Alterations to Protected List				•	
Alterations to Protected List	Dos		Tax	I.F	2.1
	s. c		%	S.	d.
Inhalex inhalant, trial					ш
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tondoud a day	10	3	-01		
standard. 1 c'oz	17	3	$33\frac{1}{3}$	3	C
Wright, Layman & Umney, I	15	9			
Wright's coal tar inhaler	nu.				н
	52	0	Nil	5	ç
Allen & Hanburys, Ltd.					
Haliborange 5-oz.	31	6	Nil	3	€ 2
40-oz.	210	0	Nil	23	4
Glaxo Laboratories, Ltd.	C		Nil		
Ostomalt 1 lb. jar	30	0	INII	4	4
C. J. Hewlett & Son, Ltd. S.B.T. brand sterilised					ш
solution, 10-c.c. Am-					ш
	102	o	Nil	129	¢
3 x 1-c.c.	60	0	Nil	7	1
Parke, Davis & Co., Ltd.					
Vi-Siblin	30	0	$33\frac{1}{3}$	4	
ı lb.	104	O	$33\frac{1}{3}$	15	1
St. Andrew Mills, Ltd.					
Camelia sanitary towels:— standard (loops)		0	Nil	2	6
(loops) 6 in pkt.	12	o	Nil	ī	
(loops) o iii patt		. 4	NII		4

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# MINISTRY SPOKESMAN AT LEWES

NEARLY 100 pharmacists from Sussex and Kent attended a meeting of the Southeastern Federation of Pharmacists at Lewes, recently to hear Miss E. M. R. Russell-Smith (an assistant secretary at the Ministry of Health) speak on the National Health Service. The meeting was under the chairmanship of Mr. George Checkley, and Mr. G. A. Mallinson (a former secretary of the National Pharmaceutical Union)

was also on the platform.

The control by contract with local Executive Councils, said the speaker, had to be rigid because the Minister had to answer to Parliament for money spent. The pharmaceutical service ran smoothly because what the contractor supplied and was paid for was ordered by somebody else, and there was no conflict between personal interest and professional judgment. The present cost of the pharmaceutical service was £34.8 millions, a sum that must cause some people to ask "Is retail distribution the best method of serving the public?" At the moment it was generally considered to be the best available, but something must be done to reduce "this enormous bill." She was sure that pharmacists could give useful information on ways of economising, and wondered whether the Formulary Committee could not be persuaded to put against the various preparations a cost price that would act as a guide.

In accepting the reduced container allowance, pharmacists had effected an economy in the Service of some £14 a year, but even so millions cost of containers to the Exchequer still totalled about £14 millions and t might be that the deposit system would have to be reintroduced. Pricing pureaux were at that time taking 5.2 weeks o price four weeks' prescriptions. It was the Ministry's intention that the amount of noney owing to pharmacists should not e much in excess of the amount which vould be outstanding if pricing were up o date. To achieve that, it had authorsed Executive Councils to make ad hoc payments from time to time. To compensate for increased costs over the stanlard month of May 1950, the Ministry ad agreed to "weight" the figures on which pricing was based which should nake up the advance payment to somehing like 94 per cent. to 95 per cent. of he total payment.

The discussion was opened by MR. D. C. BROOK, Brighton, who said that expensive prescribing was the biggest money waster, and suggested that the doctors should be advised about it. Dr. Skyrme, Hastings, made a plea for a pricing bureau in Sussex. The inclusion of prices in the National Formulary was not a job for the Formulary Committee, of which he was a member, but for the Ministry. Bottles could be collected if the pharmacist took the necessary steps. Mr. Chatsfield, Hove, said that the number of doses a doctor was allowed to order should be sixteen to twenty and Mr. F. C. PARKINSON, St. Leonards-on-Sea, pleaded that the container allowance should be increased. Mr. H. A. BAKER, Lewes, suggested that there should be an official list of equivalents to expensive proprietaries, but Miss Russell-SMITH replied that that had already been suggested by a number of doctors.

MR. E. J. N. CUER, Worthing, asked if the Ministry realised that dispensing fees had to replace the counter trade, which had now largely disappeared because of N.H.S. MISS RUSSELL-SMITH said that, since the taxpayer was the one who ultimately paid for the service, some economies would have to be made. MR. CHATSFIELD, Hove, thought that a large measure of economy could be effected if doctors

had to order standard packs.

# Avoiding Loans

MR. H. C. CHAPPELL, Crowborough, requested that payment on account should be made by the twelth of the month, thus enabling pharmacists "to pay their accounts without having to borrow from the bank." MR. W. CLARK, Forest Row, said that, far from being paid 90-95 per cent. on account, he was only being paid something like 60 per cent. This statement drew many expressions of agreement from all parts of the room. MR. C. V. Brumwell, Hove, asked if the Ministry was trying to make economies in administration, and Miss Russell-Smith replied that costs of the executive councils were about 2 per cent, of the money handled.

The meeting closed with a vote of thanks to the speaker, proposed by Mr. G. A. MALLINSON, who said that in all the years of negotiation that he had had with the Ministry, he had never had a more reasonable person with whom to deal than Miss

Russell-Smith.

# COMMONS DEBATE ON ARREARS OF PAYMENT

# Minister Defines his Aim as Payment within a Month

At the end of a four-hour debate on July II on the payment of chemists under N.H.S., the Minister of Health (MR. HILARY MARQUAND) said "We have reached a position where we can price a month's prescriptions in four weeks. Let us sit down with the chemists and find out a way whereby we can eliminate the whole of the arrears. Of course it will be necessarily subject to the approval of the Government actuary, but if we can do that with the chemists we can wipe out the arrears and go forward with some confidence under a system in which we shall be only four weeks in paying the chemists for a month's work, which is an entirely satisfactory commercial position."

# Figures for Increased Dispensing

MR. H. N. LINSTEAD said that, just before the National Health Service came in 90 million prescriptions a year were being dispensed in chemists' shops in England and Wales. By .1950, 225 million prescriptions, public and private, were being dispensed in roughly the same number of shops. That was an increase of two-and-a-half times. The chemists of the country had shouldered that burden with, so far as he knew, no complaints, and certainly with no breakdown. That was an achievement of which they had every right to be proud. Had there been a breakdown they would have heard all about it. Because there was not, the thing had rather been taken for granted. That was done by the private chemists looking ahead, by using capital to prepare their shops for the new demand they knew was coming, by enlarging their dispensaries, by increasing their staffs, and so on. They were entitled to make a comparison between the preparedness and achievements of the private enterprise side of the pharmaceutical operation and the breakdown that had occurred in the Government pricing offices. Those offices had had the same, or even better, opportunities of knowing what the burdens were likely to be, yet, whereas the private enterprise section was able to shoulder those burdens, the Government section had collapsed under them.

The pricing offices were pricing only 36 per cent. of prescriptions, and it was significant that they had now completed only the prescriptions up to about June 1950.

According to his information, the four best offices were doing four weeks' prescriptions in two-and-a-half weeks; the worst was taking between eight and ten weeks to do four weeks' work; and the average today was about four weeks in four weeks. They were thus just keeping pace with current work, but were making no attack on arrears. The prescriptions now being priced were prescriptions written in June, July and August 1950, which were months of good health and months of a small number of prescriptions. They were only just able to keep pace in the summer. When they came to tackle the winter prescriptions he thought they would once again find themselves falling behind.

# Pricing Difficulties

Mr. Linstead said he recognised the difficulties. It took two years to train a pricer, and the work was monotonous. The last year for which he had figures showed that 165 had resigned out of a total staff of 941 for all the offices, and at the moment there were only 46 per cent. with over two years' experience. The difficulty, he thought, could be overcome only by looking at the terms of service.

The Minister, of course, had not been content, nor would the chemists have allowed him to be content, to be one year in arrears with his payments, and that situation had been met by a system of payments on account. Since the breakdown in the pricing, which occurred as early as 1949 the aim had been to pay 90 per cent. of what was owing not more than four weeks late. That 90 per cent. had to be calculated on something. was being calculated on the prescriptions last priced for a particular shop. In other words, the 90 per cent. was being calculated on the value of the prescriptions a year ago. As a result it became apparent, as soon as payments on account were started, that they were not in fact going to achieve 90 per cent. of the 1951 value. That was due partly to the fact that illness varied from year to year, but in addition the price of drugs had gone up steeply over the past twelve months. To get a 90 per cent. average one might have very substantial extremes, and what was happening today was that a limited number of people were being paid 100 per cent. or

something more than 100 per cent. (a few were having to refund), but a number of people were being paid substantially less than 90 per cent.—somewhere in the region of 70 per cent. Real hardship was being caused to some people by that delay.

# Amount Owing

The actual financial position was that the Minister owed to the chemists about £4 millions, an average of about £300 to each chemist's shop, though it was the extremes that mattered. The Minister was in fact getting about six weeks' credit from the chemists of the country, apart from the breakdown of the machine, and in spite of his attempt to pay up to 90 per cent. He was getting six weeks' credit from people, many of whom could ill-afford to give him that credit. Those people found that the manufacturers with whom they dealt were much less inclined to give them six weeks' credit. He recognised that was inevitable in pricing, thought that some payment on account made in one month—it might be an average of £100 per chemist's shop—once made would put the chemists in credit to that extent, so that even if the cheques were six weeks behind, chemists would always have a certain sum of money corresponding to a couple of weeks' payment in hand. If the Minister could do that by putting pricing on a monthly basis, and if necessary by putting the chemists in credit for a fortnight, it would be most helpful in getting the goodwill of his contractors.

When one was dealing with over 200 million prescriptions a year and a not very large number of chemists' shops, it might seem attractive to extend the system of payment by averages. Not only, he thought, would that be gravely suspect by contractors, but it would emphasise one of the greatest weaknesses of the present system. "Until we can come back to something like detailed pricing, the Minister is never going to be in the position to check the small number of doctors who are over-prescribing, nor the small number of the public who are grossly abusing the service by making unnecessary demands on it."

MR. G. COOPER, the next speaker, quoted a case cited to him of a chemist who had sent in his bill in June 1950 for £514. Interim payments were made to him and there was a balance of £42 outstanding which was not paid until April 1951. In a similar case in July 1950, the amount

was £515, and the balance left outstanding was £94, which was not paid until June 1951. He did not think that interim payments met the case. Such a chemist still had owing to him accumulated balances totalling £1,000. That, for a small man, was no mean figure to have to find in addition to his normal business finances.

Mr. G. S. Summers spoke of a letter from a chemist in his constituency stating that only in June 1051 was the final settlement made for June 1050. In the past twelve months cotton wool had gone up from 4s. 6d. to 8s. per lb., white lint from 6s. to 12s., boric lint from 2s. 6d. to 6s. The result was that, quite apart from the effect of averaging, there was totally insufficient regard for the increases in prices since a year ago. The system had the effect of preventing a chemist from maintaining stocks at the level which he would like to do in a period when prices were rising. Dr. Charles Hill said "The sooner

DR. CHARLES HILL said "The sooner we got back to individual pricing, the better." The problem was clearly one of staffing and training staff. There must be the most careful scrutiny over what at first sight would appear to be an extraordinarily high cost and an astonishingly steep growth in the cost of pharmaceutical services.

MR. IAN L. ORR-EWING said too much of the service given by chemists today was taken for granted by the public. It was a tragedy that they were then denied reasonable terms of payment because of the system now in force.

MR. WALTER ELLIOT winding up for the Opposition, asked what was the position of English chemists after the award to the Scottish chemists of an £800,000 payment? What was the size of the repercussion to be expected, and how did it affect the vital question of the ceiling?

Miss M. Herbison (Joint Under-Secretary for Scotland) speaking of the Scottish chemists, said the Government had been accused of making the 8 per cent. cut and giving no chance of negotiation, but it was clear from the beginning that the cut was provisional, pending either negotiation or arbitration. There was no other way in which the Exchequer would be enabled to operate retrospectively a settlement that might have proved unfavourable to the chemists.

# Minister's Reply

MR. H. MARQUAND (Minister of Health) the final speaker, said that in 1948 in

England there were 490 people in the pricing bureaux, 828 in 1949. By 1950 the figure had gone up to 890, and today it was over 900. The bureaux had reached the point where they were pricing

at the rate of receipt.

In the last six months of 1948 chemists received £11,300,000, in 1949 £30,200,000, and for the first five months of 1950 £14,700,000 in payment of their bills. He wished to join with what others had said in paying tribute to the work which the pharmacists had done. would not be fair to regard them as merely shopkeepers selling a lot of proprietary articles. They were anything but that."

Although most of those chemists had not received a final payment for the past nine months they had received considerable advances. In June 1951, the last figure available for calculation of the monthly advances was the actual payment made in May 1950. It was recognised that between those two dates there had been a rise in

prices of ingredients, so the average May 1950 cost was loaded by 5 per cent. As that was 5 per cent. on the whole cost of prescribing, including the dispensing fee and the container allowance, it represented much more than a 5 per cent. increase in the cost of the actual ingredients. thought that 5 per cent. loading was a much more generous advance payment than the mere use of the words "5 per cent." might suggest. In addition, there had been other supplementary payments.

Mr. Linstead had given £4 millions as the amount owing. With pricing completely up to date there would still be nearly  $\pounds 3\frac{1}{2}$  millions owing. They were not, in fact, far from paying the chemists regularly as much money as they would have got if the pricing system was com-pletely perfect." The Minister was quite willing to discuss an improvement of the system of advances on account. method could be discussed by chemists' organisations and the Department.

# CONFERENCE TOWN PHARMACIES

THE high proportion of private dispensing work still called for in Harrogate, centre of the British Pharmaceutical Conference, 1951, suggests that spa treatment, though undoubtedly less popular than formerly, still brings many to the town. To cater for them, there are numerous pharmacies working to high pharmaceutical standards: in most, for example, medicines are handed out wrapped whether prepared to National Health Service or

private prescriptions. Between the Royal Baths and the Royal Pump Room lies the Crown Pharmacy of J. V. Dobson, Ltd., Crescent Road. Established by the late Mr. A. B. Payton, it was taken over fourteen years ago by Mr. E. Whitelegg (a joint vice-chairman of the Branch, chairman of the Conference local reception committee and vice-chairman of the local chamber of trade). In the shop hangs an illustration of the spa as if appeared in 1829, and around the walls are a set of ancient drug jars, pewter tankards and a leech jar.

# Private Dispensing

In the adjacent Montpellier Parade is Mr. T. Dixon Page (Branch chairman, 1950-51) who is deputy chairman of the local Conference committee and chairman of its publications committee. Mr. Page has been in business in Harrogate for three

years, after twenty years in Leeds. Until 1948 only private dispensing was done at the pharmacy but now private and National Health Service prescriptions are dispensed in about equal numbers.

The oldest pharmacy in Harrogate is claimed to be that of O. R. Windemer, Ltd., in Royal Parade, and also near to the Old Sulphur Well and the Royal Baths, where it was established in 1829. The present superintendent is Miss O. Windemer (treasurer of the Branch, the Conference and the local finance committees). The pharmacy was described in The CHEMIST AND DRUGGIST, 1950 I. 315.

Mr. R. W. Jackson (secretary of the local Branch of the Society since its reformation in 1946, and secretary of the local Conference committee) manages a branch of Timothy Whites & Taylors, Ltd., at 2 Cambridge Crescent, Parliament Street, one of the main shopping centres in the town. The shop is notable for its spaciousness. Records of prescriptions dispensed date back about fifty years.

The company also has shops at 11 Cambridge Crescent (a pharmacy founded by Mr. Arthur Mortimer), in Beulah Street, under the management of Mr. L. T. Fletcher (a member of the West Riding Pharmaceutical Committee). in Oxford Street, and at High Street, Starbeck. Mr. H. England (a director of the company) is

chairman of the local Conference sports committee and a member of the West Riding Pharmaceutical Committee.

# A "Dispensing Establishment"

The pharmacy of Handford & Dawson, Ltd., Station Bridge, recently modernised, is the largest in the town specialising in dispensing. Now under the managing directorship of Mr. C. D. Fraser (a pastchairman of the local Branch of the Society, and of the West Riding Pharma-ceutical Committee, and a member of the Ripon and District Hospital Management Board and subcommittees), it was established over seventy years ago, and inherits the description "Dispensing Establish-ment." The new dispensary is spacious enough to accommodate five dispensers in The working benches arranged round the walls of the dispensary, leaving the centre free, and doctors walk into the dispensary from the shop. It is in the charge of Miss W. A. Haste (a member of the Conference Ladies Committee). Also on the staff is Mr. R. C. Wilberforce (vice-chairman of the Conference local publications committee). The

pharmacy is equipped for aseptic work. Mr. J. W. Harper, now in his seventyeighth year and amongst the oldest active pharmacists in Harrogate (he qualified in 1896) owns a pharmacy in Cold Bath Road. This he opens personally each day before 9 a.m. Mr. Harper is a past-president of the local Branch of the Society and of the local Rotary Club. He now runs the business with the assistance of Mr. J. O. Town, M.P.S.

Also representing the older generation of pharmacists is Mr. H. C. Hines still in business (as H. C. Hines & Son (Chemists), Harrogate, Ltd.), in Mayfield Grove.

Mr. Frank Pepper, vice-chairman of the Conference local reception committee and secretary of the excursion committee, trading as Frank Pepper, Ltd., directs three shops in the area-at Leeds and Knaresborough Road, Harrogate, and at Pateley

Bridge.

Mr. A. Sheard is in business at a corner pharmacy facing Leeds Road, started by his father (Mr. S. A. Sheard) about thirty years ago. The light oak fixtures of the shop include a desk for doctors' use when writing prescriptions. The manager is Mr. B. R. Howitt (secretary of the Conference local reception committee). Mr. Sheard has two other shops at Morley, Leeds.

The main shop of Boots, Ltd.—in Parliament Street-has been established for about fifty years, and its leaded lights in the interior are becoming a showpiece for visitors, according to the branch manager, Mr. H. B. Sanders. The company's branch in Beulah Street, a general pharmacy with an extensive veterinary trade, is under the managership of Mr. W. Mould (joint secretary of the Branch and secretary of the Conference local finance committee). A third branch in Regent Parade is managed by Mr. P. Dobbyn (Conference entertainments organiser).

Crosbys (Harrogate), Ltd., Cambridge Street, under the directorship of Mr. R. W. Crosby, is a modernly laid out pharmacy specialising in the sale of toilet re-

quisites.

Mr. R. C. Pickles (a member of the Conference local publications and reception committees) supervises the family business of F. Pickles & Son, King Edward's Drive, established by his father (Mr. F. Pickles) about thirty years ago.

# Convener's Pharmacy

The general pharmacy of Mr. L. M. Hedley (convener of the meeting in 1946 at which the branch was re-formed, and a past chairman and joint treasurer of the branch, and chairman of the Conference local finance committee), opens on to Beulah Street and Station Road. Mr. Hedley has been in business there for eleven years.

Mr. E. J. Kinnison (vice chairman, Conference local finance committee) has a family-type clientele at his pharmacy in Otley Road, and Mr. B. Foggitt (assistant treasurer of that committee) has a recently modernised pharmacy in Cold Bath Road.

Outstanding among pharmacies in the environs of Harrogate is that of Mr. E. W. Lawrence, Market Place, Knaresborough, for which the claim is made that it is housed in the oldest pharmacy building in England (see THE CHEMIST AND DRUGGIST,

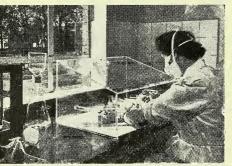
1950. II. 721).

The pharmaceutical department of the Harrogate and District General Hospital (a new 250-bed hospital set among gardens) is in the charge of Miss M. H. Linsley (chairman of the Conference ladies' Committee). Miss Linsley was chairman 1950-51 of the Yorkshire Branch of the Guild of Public Pharmacists, and is the first woman member of the West Riding Pharmaceutical Committee. A feature of the department is its aseptic dispensing room.

# INTERIORS AND SHOPFRONTS OF SOME PHARMACIES IN HAR



inside the "dispensing establishment" of Handford & Dawson, Ltd., showing, right, part of the dispensary.



Dispensing at the General Hospital.





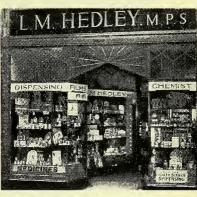
Interior of Boots Ltd., Parliament Street.

In the dispensary of Frank Pepper, Ltd., Leeds Ro



# , THE CONFERENCE CENTRE, 1951









Top row: The pharmacy of the deputy - chairman of the local committee, and the arcade window on one side of Mr. Hedley's pharmacy.

Second row: Mr. A. Sheard's pharm-

acy, Leeds Road, and the Parliament Street branch of Timothy

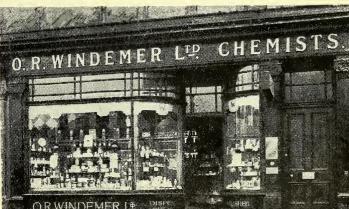




Third row: Two pharmacies in Cold Bath Road.

Whites & Taylors.

Claimed to be the oldest pharmacy in Harrogate is that of O. R. Windemer, Ltd., Royal Parade. It is directed by Miss O. Windemer, treasurer of the and Conference Branch local committee. The present front, which is of local stone, was installed in 1913 One of the pharmacies situated near to Harrogate Sulphur Wells (see C. & D., June 30, p. 843) and Royal baths, it has always had a close association w i t h spa reatment.



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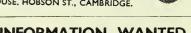
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Alongside: Mr J. H. on October 5th, 1949, before treatment. (One capsule daily and daily application of ointment) with F " 99 "

Below: Mr.J.H. on February 14th 1950.

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# CHEMIST AND DRUGGIST

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Official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland and of other Chemists' Societies in the Empire.

VOL. CLVI

JULY 21, 1951

No. 3726

# What the Country Owes the Chemists

Although the House of Commons set aside four hours on July 11 (see p. 76) o discuss what should be done about the arrears of payment due to chemist contracors under the National Health Service, nuch of the time was taken up with mater irrelevant to the points at issue, and ome of it even with claptrap. Of the ontributions that kept to the point, that If Mr. Hugh N. Linstead, O.B.E., stood ut for its factual background and reaoned approach, as one would expect from secretary of the Pharmaceutical Society. harmacists were fortunate that here was ne member who could put forward their ase with knowledge, and there is no doubt hat the moderation of his arguments made distinct impression on the House. ply criticism, if any, that could be offered his speech was that, in championing the nemists, he may have been, in the words a subsequent speaker, "almost too bashıl " (Hansard, July 11, column 523).

Mr. Linstead pointed out that chemists ad shouldered the burden of dispensing vo-and-a-half times as many prescriptions 1950 as in the year just prior to the inption of N.H.S.—with "no complaints, ad certainly no breakdown." It is opporne to mention at this point that a later eaker (Mr. I. L. Orr-Ewing) asked the inister to "say something nice about ose chemists, who have been doing a ry good job indeed," and that Mr. Marand, in replying, "joined with other

Hon. Members in paying tribute to the work which the pharmacists have done." But, as Mr. Linstead pointed out, their efficient service was in sharp contrast to the breakdown of the pricing offices, which, while pricing only 36 per cent. of the prescriptions, was twelve months in arrears and only now, in the height of the summer, able to complete four weeks' pricing in four weeks, and that only as an average of wide extremes.

The Minister put all the blame for the breakdown on the "enormous increase in the volume of prescribing" and even Mr. Linstead surprised us by finding "shocking" the increase from 90 million to 225 million prescriptions annually. Considering that N.H.I. was limited to insured workers and N.H.S. was extended to dependents, the proportion of  $2\frac{1}{2}$ : 1 strikes us as merely confirming the widely held view that under the 1912 scheme many of the wives and some of the offspring of insured workers were starved of medical attention. There is no reason why the total should "shock" the Minister, let alone a pharmacist. On the contrary, it could have been foreseen—and was by many pharmacists. For the Minister to throw back on chemists the inadequacy of arrangements at the pricing offices on the grounds that pricing staffs are recruited by the Joint Pricing Committee, to which four members are appointed by the Minister "after consulting the pharmacists" and thirteen by Executive Councils "which already have representatives of the medical, pharmaceutical and other parts of the practitioner side of the Health Service" is unfair and misleading. The Committee, which has operated only since the Act, may appoint, but the Ministry, dominated no doubt by the Treasury, lays down how many it may appoint. No, the Act was passed in 1946, and came into force in 1948, and the Ministry had two years in which to prepare. Every informed person realised that the number of prescriptions to be priced would be at least twice as great as under N.H.I., and that they would be more troublesome from the pricing angle. It was similarly common knowledge that it takes about two years to train a pricer, and that only a limited number can be trained at

one time without interfering with pricing. Why did the Ministry not start at once to engage and train the necessary staff? Can it be, perhaps, that there was, somewhere in the Ministry, a refusal to expand the "unproductive" service of pricing?

It is futile, however, to harp too long on the past. The positive fruits of the debate, so far as the chemists are concerned, are the Minister's acceptance of the principle of full payment within a month, and his offer to "sit down with chemists and find out a way whereby we can eliminate the whole of the arrears." Provided that that is done-and before the winter is here once more to overwhelm the pricing arrangements-chemists will begin to feel that the country is acknowledging something of what it owes to them, both in hard cash and in recognition of service provided "without complaint and without breakdown."

# Brighter Outlook for Sulphur

THE sulphur allocation of 106,300 tons allotted to the United Kingdom for the third quarter of the year at the International Materials Conference in Washington (see p. 65) should remove fears for the future of supplies and the consequences of a further drop in imports. The Conference, in reaching its conclusions, considered a number of factors, including forward requirements, trends of past consumption, availability of sulphur-bearing materials other than native sulphur, levels of stocks, conversion programmes now under way in certain countries, and the special needs of defence. The results are announced to have been by common consent of the members of the Committee after careful examination of each case. The recommendations were based principally on information supplied in a questionnaire which the Committee circulated in April to member and non-member governments. In the first two quarters of this year, the British allocation from America averaged 97,500 tons. By dint of purchasing elsewhere, using up stocks, and applying economies, sulphuric acid production was maintained at about 85 per cent. of the previous year's production. The slight increase in the present quota, together with an expectation that

the fourth quarter's allocation will be comparable, will not, of course, end the sulphur shortage. Nor will it do away with the need to press forward urgently with preparations for producing sulphur from other materials. The announcement on page 67 that a factory is to be built near Southampton to produce sulphur from petroleum by-products is, in fact, timely. The Minister of Fuel and Power said in the House of Commons on July 9 that production of sulphur at the factory was expected to be 12,000 tons yearly by the end of 1952. Supplies should, in fact, not fall below present levels and should slowly improve.

# Directorial Changes

At the annual general meeting of Morgan Brothers (Publishers), Ltd., proprietors of THE CHEMIST AND DRUGGIST, the retirement was announced from the board of directors of Sir Gerald Chadwyck-Healey, Bt., C.B.E., and Mr. Penry Vaughan Morgan, who have served the company for fifty-six and fifty-three years respectively. Sir Gerald Chadwyck-Healey came to THE Engineer, Ltd., in 1895, and was appointed a director in 1904 and chairman in 1919. On the amalgamation of that company in 1929 with Morgan Brothers (Publishers), Ltd., he was appointed chairman of the new company, a position he held until March 1948, when he vacated the chair after twenty-nine years' occupancy, retaining his seat on the board. Mr. Penry Vaughan Morgan is the son of the late Mr. Octavius Vaughan Morgan, who was one of the original partners in Morgan Brothers nearly a century ago. He himself became a partner in that firm in 1898, and a director when the partnership was converted into a limited company in 1919. He was appointed to the board of the present company on its formation in 1929. In addressing the meeting of shareholders, the chairman (Mr O. N. Chadwyck-Healey) said he was sure that he was voicing the thought of al members of the company, and also those of the staff, when he said how deeply the long and responsible service of his two colleagues was valued by all for whon and with whom they had laboured.

# THOUGHTS ON THE "COMPROMISE" OFFER

By Committeeman

WHEN the latest terms of remuneration offered by the Ministry of Health are considered by the delegates from Pharmaceutical Committees at their Conference in London on July 25, they will have need of cool judgment and calm deliberation as never before. The situation must be viewed wholely and from a longterm stand point. Due weight must be given to all the points referred to in the statement issued by the Central N.H.S. (Chemist Contractors) Committee (see C. & D., July 7, p. 10). Whatever the "rush" tactics adopted by the Ministry, delegates would be extremely ill advised to come to hasty decisions simply because they are tired of being worn down by long-standing arrears of payment, because an early settlement on any terms may appear to bring about the quickest ending to the present intolerable situation.

The conference alone can make the necessary decision. No officer of a national organisation, no member of a local committee, no writer in the pharmaceutical Press can come to final grips in the matter, but there are some considerations to which it may be profitable to direct

attention.

No decision can be restricted to N.H.S. contractors. It must in the long run affect the majority of pharmacists in this country. Proprietors (company or private) are directly affected. Their personal income depends on the terms of remuneration accepted. But today, it was recently stated on authority, the majority of pharmacists on the Register are employed persons. On the amount of their employers' incomes must depend the amount that can be paid out for assistants' wages. With the salaries of retail assistants, the remuneration of hospital pharmacists is itself bound to be related. And so the figure accepted by the N.H.S. contractors must influence conditions throughout all grades of the service.

# Importance of Dispensing

Nobody, surely, will today question the importance of N.H.S. prescription work to the pharmacists. Encouraged by official pronouncements, rising educational standards and widening fields of medical and pharmaceutical research, many of the younger generation are beginning to see opening before them a more professional career and the development of more

promising spheres of scientific activity and attainment. The universal character of the National Health Service—free to all offers unique opportunities for realising many long-suppressed hopes and aspirations. The focus on professionalism has been intensified by the other side of the picture: increasing shortages of goods and materials for successful counter trade, the threat of a return of cut prices, the officially applied brake on the distribution of proprietary preparations, the decreased supply of luxury preparations, and the lowering in the standards of packaging and presentation which the increased armaments production will entail.

In present conditions, the dispensing work in the retail pharmacy is likely to occupy the major portion of the chemists' time, and must determine very effectively the amount of his income. For these reasons it is important that the terms finally accepted for the N.H.S. work shall be adequate beyond doubt. In all official bargains and negotiations the Ministry has failed to assess correctly the psychological value of satisfied contractors, acting as

agents of the Government.

# Expensive Prescriptions

Chemist's present difficulties—as to both remuneration and some other items in the service-are largely brought about by the unnecessarily high cost of the schemedue mainly to the prescribing of too much medicine for too many people. Chemists realise that expensive prescriptions inflate their bills and increase outstanding More economical habits balances. doctors could hasten payments, simplify pricing, and reduce expenditure, and while pharmacists must be the first to give due credit to new methods of treatment and improved remedial agents, efficient treatment is not necessarily bound up with the universal prescribing of specialised branded medicaments. Some drugs and chemicals are just as effective when prescribed under official names as under proprietary titles, and the advantage of using "ethical" proprietaries for every patient can be overemphasised. Chemists suffering from underpayments and depleted balances may be forgiven for believing that earlier payment of drug accounts would result if special products were reserved for special cases and the more ordinary drugs had a wider acceptance than they have enjoyed since July 1948. Through easier pricing of prescriptions, more of the £400 millions "ceiling" would be available for distribution among those who gain their livelihood from the practice of pharmacy in shops.

Before now accepting terms, chemists should demand and secure firm guarantees from the Government that it will check the abuse of unnecessarily expensive prescriptions, reduce excessive quantities and restrict the ordering of dressings in large packets. No-one knows better than the chemist contractor that tablets by the hundred are today—and quite wrongly—a commonplace, that twelve and sixteen-ounce bottles of medicine are almost a routine and that instances of two and three proprietary preparations ordered on one form are far more numerous than formerly. Those considerations directly affect the chemist contractor by increasing his unpaid bills and draining the drug fund. Most of the delegates who assemble on July 25 will subscribe to the opinion that it is high time the Minister of Health, instead of getting tough with the chemists, who have no option but to supply what is prescribed, should instead get tough with first the doctor and then the patient, who at present seem to conspire between them to hold up chemists' payments and make inroads into stocks and capital.

Another firm guarantee which should now be required of the Government is that, within a limited period of acceptance of new terms, arrears of pricing should be overcome and outstanding accounts should

be brought up to date.

# Advantages of Arbitration

One final point: acceptance of the "compromise" offer would be merely an interim expedient, and would have to be regarded in that light. There appears to be nothing in the proposals to indicate what the ultimate basis for pharmacists' terms should be. Were the case to go to arbitration the whole of the evidence accumulated by both sides would be judged independently on its merits, and when the award was announced chemists would then know what an impartial body considered to be a fair return for the services they render. Arbitration would fix a point in the scale from which subsequent negotiations could start, and chemists and their advisers must make up their minds whether that is a result they desire to achieve. The Ministry naturally offers the lowest

terms it considers contractors can be expected to accept. Equally naturally, chemists consider the terms embodied in their own claim are nearer the appropriate figure. To accept the terms now offered would leave undecided the vital question what a competent and impartial authority considers a just reward for the work chemists do in the public service.

As they assemble in London on July 25 delegates will need courage, resolution. confidence in their cause. As a watchword the writer would commend to them some lines written by James Graham, Marquis

of Montrose:-

He either fears his fate too much Or his deserts are small, That puts it not unto the touch To win or lose it all.

# FIFTY YEARS AGO

Early Closing

(From the C. & D., July 20, 1901) The report of the Select Committee of the House of Lords on the early-closing of shops was approved on June 27, after amendments by the Duke of Marlborough, the Marquis of Salisbury, and the Earl of Hardwicke. The report consists of fifteen paragraphs, to the following effect:-

1. The Committee examined eighty-six witnesses, sixty-two representing important tradesmen's associations in all parts of the country.

2. The evidence was restricted, for the most

part, to representatives of public authorities and voluntary organisations.

3. The evidence satisfied the Committee that the subject is of urgent importance, and that the evils show no sufficient sign of amendment. In many places shops are open eighty to ninety hours per week, and work is done after they are shut.

4. It is almost self evident that such long hours are injurious, and often ruinous to health, especi-

ally in the case of women. . . .

11. The witnesses were generally of opinion that little more could be expected from voluntary action, and that nothing short of legislation would

12. While deploring the long hours, they explained clearly that, for fear of losing custom, shopkeepers were unwilling to shut their doors while their neighbours were open, though they were anxious to do so provided the closing were

13. The evils of late-closing press with especial severity on the owners of small shops, and the Committee were assured by the large majority of witnesses conversant with the facts that the small tradesmen were as anxious as, or even more anxious than, the richer shopkeepers for some legislation which would enable "them to shorten

# ONE HUNDRED YEARS OF POISONS LAW

THE Arsenic Act, which became law in June 1851, initiated a form of control over the sale of poisons to the public which has been the basis of one hundred vears of poisons control. The Act requires that every person who shall sell any ar-senic shall "forthwith, and before deliv-ery," enter particulars of such sale in "a fair and regular manner" in a book kept for that purpose in the form set forth in the Schedule to the Act.

# Circumstances of Control

Interest in the manner of control arises from the fact that the "circumstances" into which the seller was "required and authorised" to inquire were, if anything, more stringent than those applicable to arsenical preparations as Part II poisons in 1951. In general the Arsenic Act, 1851, antedates the system of statutory restrictions leading to the pharmacist's monopoly of the retail sale of Part I poisons in 1051. The Arsenic Act became law without including in the Bill a clause intended to restrict the sale of arsenic to medical practitioners and chemists and druggists. That was due to the absence of a recognised "chemist and druggist" qualification, and it has had an all-important effect in conjoining pharmacy laws with poisons control. Restrictions on the sale of poisons have always been a factor dominating the development of pharmacy as a profession.

A most striking feature of the Arsenic Act is that this precursor of poisons control in general contains a number of provisions that remained unchanged until repealed in 1933, when they became absorbed into the new poisons code. Principles of poisons control originating in the 1851 Act include with little (if any) modifications:-

(i) The form of register.

(ii) Entry of particulars of sale before delivery

of poison.

(iii) "Known-to-seller" requirement known "witness" as equivalent to certification).

(iv) Signing by purchaser; and also by "witness" in lieu of date of certificate.

(v) Exemption of dispensed medicines.

(vi) Colouring requirements.

(vii) Exemption of sale by way of wholesale dealing (i.e., from wholesale to retail dealers).

(viii) Order in writing in the ordinary course of wholesale dealing as the forerunner of the "signed order."

(ix) Definition of the word "arsenic" (now expressed as "arsenical poisons").

(x) Offences subject to summary conviction. The

penalty for an offence upon summary conviction was not exceeding £20.

The failure to restrict the sale of arsenic in "open shop" to chemists and druggists led to efforts to make it unlawful for any person to do so unless registered by the Pharmaceutical Society of Great Britain as a "Chemist and Druggist" or as a "Pharmaceutical Chemist." The Pharmacy Act of 1868 was a compromise of expediency for the safety of the public in the guise of registration as a chemist and druggist. It was entitled An Act to regulate the sale of poisons, and alter and amend the Pharmacy Act, 1852." Section 1 made it unlawful for any person after December 31, 1868, "to sell or keep open shop for retailing, dispensing or compounding poisons" or to assume the title of "Chemist and Druggist" unless registered under the Act.

Innovations introduced by Section XVII of the Act made it unlawful to sell any poison, either by wholesale or by retail, unless the box, bottle, vessel, wrapper or cover in which such poison is contained be distinctly labelled with

1. The name of the article 2. The word "poison," and

3. The name and address of the seller of the

The retail sale of poisons in Part 1 of Schedule (A) was subjected to "knownto-the-seller" requirements and "poisonbook" records. The Part 1 poisons included arsenic and its preparations, and consisted of ten entries with an indefinite range from the specific chemical (corrosive sublimate) to the indefinite "strychnine and all poisonous vegetable alkaloids and their salts."

# Retrogression in Personal Control

In 1880 a decision in the House of Lords in the appeal case of the Pharmaceutical Society v. the London and Provincial Supply Association, Ltd., profoundly affected poisons control as a "personal" matter. It was there held that a corporate body was not liable to a penalty for keeping open shop for the sale of poisons. That resulted in company chemists being free from the control exercised by the Society until the Poisons and Pharmacy Act, 1908.

The 1908 Act followed an agitation for permitting arsenic and nicotine to be sold by dealers in agricultural and horticultural requisites. Retail chemists had failed to

appreciate that nicotine and other potent poisons are necessities in fruit growing and farming. The Poisons and Pharmacy Act, 1908, relaxed and extended poisons provisions to include sale by licensed sellers.

The quid pro quo for those "lay" concessions was section 4 of the 1908 Act, requiring corporate bodies to place the business "so far as it relates to the keeping, retailing and dispensing of poisons under the control and management of a superintendent who is a duly registered pharmaceutical chemist or chemist and drug-The regulations made under the 1908 Act introduced several special requirements for licensees.

The words "Not to be taken" became compulsory on the label of "Poisonous" substances (ammonia, etc.). A new Poison Schedule added items to both Part I and Part II and initiated exemption limits for belladonna alkaloids, prussic acid, tartar

emetic and strychnine.

Barbiturates were also subjected to control as Part I poisons, but the kaleidoscopic changes in the Dangerous Drugs Regulations eclipsed all other aspects of poisons

control.

The spate of Dangerous Drugs Acts and Regulations from 1920 to 1932 "canalised" control through prescriptions in proper form, to be dispensed by "a person who lawfully keeps open shop for the retailing of poisons."

The Dangerous Drugs and Poisons · (Amendment) Act, 1923, exemplified the growing influence of D.D. requirements in poisons law. The Act ushered in I. New provisions for labelling with the "name

and proportion" of poison.

2. New methods of calculating percentage of poison in liquid preparations.

3. Signed orders from doctors.

The effect of the stringent requirements made under the Dangerous Drugs Act, 1920, undoubtedly added much to the "patchwork of provisions" which made it necessary for the Home Office to become responsible for the new poisons code under the Pharmacy and Poisons Act, 1933.

### The 1933 Poisons Code

The prime object in replacing pre-1933 poisons provisions was to construct a poisons code in two stages:--

(1) Possessing the rigid requirements of an Act

of Parliament, and

(2) Conferring flexibility in control by Rules extending and relaxing the provisions of that principal Act.

The Pharmacy and Poisons Act, 1933,

continued the old provisions under new names. Under Part I (Pharmacy) keeping "open shop" became a business "comprising the retail sale of drugs" subject to registration of premises and payment of a retention fee. Membership of the Society became compulsory by being conjoined with registration as a pharmacist. Part II (Poisons) converted poisons law into a matter of State control, with Dangerous Drugs as a separate division which was in effect an addendum to section 19 (dispensing). Enforcement relating to the sale of Part I poisons was left to the Pharmaceutical Society.

The Poisons Rules modified the application of the Act by applying working principles based on prior practice to section 18 (retail) sales by "authorised" and "listed" sellers of poisons. The creation of "First Schedule" poisons as a separate category with extension of "D.D." signedorder requirements to section 20 (wholesale) sales complicated rather simplified the structure of poisons law.

Nevertheless the drug trade carried on the supply of poisons without disturbance by continuing the time-honoured traditions of poisons law gained during more than a century of experience as practitioners in forensic pharmacy.

# Chemists' Increasing Burden

Dangerous Drugs and Fourth Schedule poisons have imposed ever-increasing burdens upon the dispensing chemist with an added liability of disqualification for anything that can be regarded as professional misconduct. Nevertheless the signs of the times are that the centenary of the Arsenic Act ushers in an era of essential service in the "direct and personal" control of the sale of poisons by the practising pharmacist. Reasons for this view in-

(i) The retail sale of Part I poisons is already a monopoly of authorised sellers of poisons.

(ii) "Prescription only" poisons accord a pro-

fessional status to dispensing practice.

(iii) The continual changes in the poisons code by chemo-therapeutic advances tends to make pharmacology a province for scientific study and advice by professional pharmacists in the retail and wholesale drug trade.

The cycle of control in the sale and dispensing of drugs and poisonous substances tends towards completion by the urgent request that the sale to the public of "toxic chemicals" used in agriculture should be confined to chemists, who car advise on avoiding the dangers attending their useful application.

# PHARMACEUTICAL SOCIETY OF IRELAND

A MEETING of the Council of the Pharmaceutical Society of Ireland was held in Dublin on July 10, Mr. T. C. Scott (president) in the chair. Other members of the Council present were Messrs. J. P. Kissane (vice-president), J. Gleeson (treasurer), M. Power, G. C. O'Neill, H. P. Corrigan, T. B. O'Sullivan, C. J. Cremen, Senator F. Loughman, A. A. Toher, and P. Brooke-Kelly. Apologies for inability to attend were received from Messrs. P. A. Brady, T.D., N. A. McKane, R. Daly and J. A. O'Rourke.

# Senatorial Election

The registrar (Mr. J. G. Coleman) reported that Senator Loughman had been successful in the first stage of his campaign for election to the Senate, and was now on the list of candidates to be voted upon for the Cultural and Educational Panel. The Council wished Senator Loughman every success, pharmacists all over the country were urged to do everything possible to secure the return of the Society's nominee.

The Department of Health wrote stating that the request to send a deputation to the Minister to discuss the proposed mother and child scheme was receiving attention. The Department of Health wrote acknowledging notification that Mr. P. C. Cahill was the Society's nominee on the Therapeutic Substances Committee.

In another letter the Department of Health stated that the Council's letter conterning the proposed regulations covering dvertising and sale of medicinal preparaions was receiving attention. The Regis-TRAR stated that, since the previous Council meeting, that mater had been conidered by a committee which felt that, provided counter prescribing were not inerfered with, the proposed regulations conained nothing injurious to pharmacy. With that proviso the committee were in greement with the remainder of the egulations. Mr. Brooke-Kelly said that ne regulations did interfere with the berty of the chemist to do counter pre-cribing. The regulation which stipulated hat the formula of a chemist's own prearation should be on the bottle did not rve any useful purpose, and would be nintelligible to the majority of the pub-c. Instead of a disclosure of formula, here should be a licensing system whereby preparation was approved and then ised to the public. The formula and label

of the preparation could be submitted to an authority to be set up under the regulations.

THE PRESIDENT said that it was not stated who the competent authority would be. It might be the Minister for Health.

Mr. Brooke-Kelly said that there might be a "shadow committee" without pharmaceutical representation to deal with pharmacists' own preparations. When the PRESIDENT pointed out that a regulation existed in Great Britain under which the formula of a preparation had to be disclosed, Mr. Brooke-Kelly said he was still opposed to such disclosure. O'NEILL said that, though he did little counter prescribing in his own business, he agreed with Mr. Brooke-Kelly that the proposed regulations, so far as they dealt with counter prescribing, were serious. It was sweeping to deny the chemist the liberty of recommending a preparation to his customer. Mr. Cremen said it was because they took a serious view of the regulations that the committee had decided to hold the matter over, so as to permit the registrar to contact the Departmental officials dealing with it, and to get a full explanation of the relevant clauses. They wanted to be assured that no changes would be made in the original draft, and that the position of the pharmacist would be safeguarded. The PRESIDENT said the Department was not much concerned over putting formulas on the labels, since that was general in other countries, but they were much concerned that the right to prescribe should be confined to medical practitioners.

Mr. Brooke-Kelly: "I would oppose that tooth and nail."

MR. O'NEILL said that, while he did not like the idea of disclosure of formula, they had to recognise that legislation tended towards it in other countries. They should concentrate on opposing the unreasonable parts of the regulations. After further discussion the matter was left in abeyance until the Registrar had had an opportunity of contacting officials in the Department of Health.

# Registration and Membership

Mrs. Rose A. Murray (née Carolan), M.P.S.I., Kells, co. Meath. wrote requesting change of name in the register because of her marriage. The application was granted. The following changes of address were notified: Mr. P. T. Crowley, M.P.S.I., to 207 Decies Road, Ballyfermot, Dublin; and Mr. D. K. Walsh, M.P.S.I., to 385 Blarney Street, Cork.

The reports of the House, Schools, Law, and Certificates and Declarations Committees were submitted and approved, the last-named recording that seven candidates had entered for the July Registered Druggist examination, seventy-two for the Licence examination and twentysix for the Assistants' examination. THE REGISTRAR reported on the deaths of Michael Leo, M.P.S.I., Owen McCormick, M.P.S.I., Thomas McMurray, L.P.S.I., Joseph P. Morrissey, L.P.S.I., and David Atcheson, R.D. The Licence certificates of the following were signed and sealed: Ellen Barry, James Murray, John O'Don-oghue and Thomas O'Donnell. The following were elected members of the Society: James H. Magee, Michael J. O'Neill and Denis K. Walsh. Nominations for membership were passed in respect of the following: Miss Kathleen Martin, L.P.S.I., Kilnaleck, co. Cavan; Edward B. Corbett, L.P.S.I., Mitchelstown, co. Cork; John J. Flynn, L.P.S.I., 32A Glasthule Road, Sandycove, co. Dublin; and Edward Meaney, L.P.S.I., Main Street, Bagenalstown, co. Carlow.

THE REGISTRAR submitted a report on the deputation received by the officers from the Irish Pharmaceutical Students' Association, and on the matters discussed with the students' representatives.

## A Prudent Purchase

A letter dated July 7 from Mr. J. K. Whelehan, Mullingar (a former president of the Society) congratulated the president and Council on their recent purchase at Shrewbury Road. Apart from the suitability of the premises, the price paid appeared very reasonable. Such a progressive policy would pay good dividends at a later date. He hoped that the Council would be slow to dispose of 67 Lower Mount Street. It might be a good thing to retain at Mount Street the administrative as distinct from the academic departments, and it might be possible to offer accommodation there to the Irish Drug Association. Alternatively it might be worth retaining as a hostel for students. The laboratories might serve for a research department to be established later, for post-graduate courses, or relieving overflow in undergraduate classes. In making the foregoing suggestions, wrote Mr. Whelehan, "I am not unaware of the fact that the Council would have at its disposal

information that would enable it to form a more mature decision than I." The Council noted Mr. Whelehan's letter and suggestions with pleasure.

Mr. J. K. Carvill and Dr. J. C. Dowling were re-elected examiners in pharmacy to the Licence examination for a further year.

At a meeting of the Benevolent Fund held following the Council meeting a number of grants were passed for payment.

# PROPRIETARY ARTICLES TRADE ASSOCIATION

The quarterly meeting of the Council of the Proprietary Articles Trade Association was held in London on July 12, the president (Mr. F. J. Smith) in the chair. Council devoted most of its time, both at the sectional meetings and at the full Council, to discussion of the White Paper proposals to abolish price maintenance. Members recognised that the Association faced a crisis calling for determined action. The Council considered the report of a special meeting of the executive committee held on July 3, and noted with approval that the Fair Prices Defence Committee had drafted a detailed reply (shortly to be available for distribution in appropriate quarters) to the White Paper.

The Council approved the executive committee's endorsement of a statement by the Fair Prices Defence Committee (C. & D., July 14, p. 55) offering to modify their arrangements so as to remove any doubts regarding the fairness of their systems, and resolved to send to each member a request for support of a "P.A.T.A. Fighting Fund" to be applied to defence of the existing system of price protection. A subcommittee was appointed to make and put into immediate effect the necessary arrangements. The secretary's report of many offers of assistance, and of inquiries from members, branches and associations as to the best means of opposing the Government's proposals, was received with satisfaction, and the steps already taken in that direction were

approved.

The New Apothecaries Co., Ltd., Glasgow, was elected to membership of the wholesale section. The Secretary reported that during the previous quarter complaints regarding price cutting and other breaches of the Association's rules had been negligible. Since the previous quarterly meeting 420 calls and 384 test

purchases had been made.

# ROENTGENOGRAPHY IN COLOUR

By G. E. Donovan, M.D., M.Sc., D.P.H. (West Glamorgan Health Division, Swansea)

RECENTLY colour radiography has been produced for the first time. Visible light and x-rays are of the same nature, the main difference being the sources of the illumination and the wavelength of the radiation.

# Kilovoltage Varied

The wavelength of the x-ray emission of an x-ray tube is easily varied by varying the kilovoltage applied to the tube; this, for all practical purposes, is the same as changing the "colour" of the radiation of the x-ray tube. Figs. 1, 2, and 3 below

filter devices and semi-reflecting and semitransmitting glass plates, and which combines the three pictures into one colour composite picture). The three radiograms can be used as separation negatives of the trichrome Carbro method. Colour radiographic prints have been produced by the writer using a modification of the method. The application of most methods of making colour photographs to colour radiography would produce satisfactory results.

It is not necessary to look for pseudonatural colour effects; the idea is to empiocolour to introduce contrast effects and so

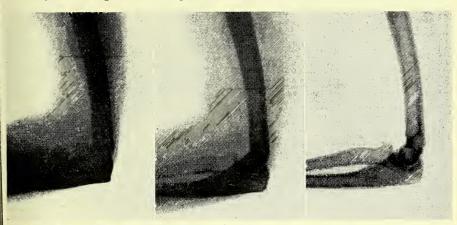


Fig. 1. Radiogram taken at low kilovoltage

Fig. 2. At medium kilovoltage

Fig. 3. At high kilovoltage

are x-ray pictures of a flexed elbow taken at low, medium and high kilovoltages respectively. The radiogram taken at the low kilovoltage (Fig. 1) shows the soft tissues and very little penetration of hard tissues, such as bone. The radiogram taken at the high kilovoltage shows the bare bones and no soft tissue (Fig 3). The radiogram at the medium kilovoltage shows detail intermediate between the low and high kilovoltage ones (Fig 2). These three radiograms are somewhat similar to the three separation negatives used in colour photography. A single composite colour adiogram may be produced by projecting these three radiograms through appropriate colour filters on to a viewing screen. The ame effect is produced by optically compining them by means of the chromoscope or Kromskop (viewing box which employs

differentiate the tissues composing the part. This method has been satisfactorily used by the writer. The employment of two colours and two kilovoltages is sufficient.

The stereoscopic effect seen in stereoradiography is accentuated when allied to colour radiography. Stereoscopic colour radiography<sup>2</sup> has been demonstrated recently. Black and white films are used and the colour effects are produced by filters. The actual device employed was a stereoscopic Kromskop.

## Future Possibilities

Colour radiography is only now beginning, and it would be rash to prophesy about its future. The main importance of colour radiography is that it opens up a new pathway. There are no difficult technical problems involved in developing a

one-shot method; it would be possible to develop, for example, a method by which a part of the body can be seen directly in colour and in depth on an improved form of x-ray fluorescent screen based on electronic image converters and colour tele-

vision technique. Colour cinematography of the radiographic images is also possible.

REFERENCES

Donovan, G. E., "Lancet," 1951.260.832.

Donovan, G. E., and Jones, Glyn, Colour in Radiography. "Proceedings of the Royal Society of Medicine" (in Press).

# NEW BOOKS

The Chemical Formulary, Volume IX.—H. Bennett (editor-in-chief).  $8 \times 5\frac{1}{2}$  in. Pp. 648. 56s. Chapman & Hall, Ltd., 37 Essex Street, London, W.C.2. This new volume in the "Chemical Formulary" series brings together a collection of formulas for drugs, cosmetics, insecticides and weed-killers, adhesives, cleaners, etc. All the formulas included differ from those given in the previous eight volumes.

The English Herbal of Physical Plants. —7½ x 4¾ in. Pp. 96. 3s. 6d. Medical Publications, Ltd., Stratford Place, London, W.I. The book is an abridged reproduction of the English portion of "The Compleat Herbal of Physical Plants," compiled by John Pechey in 1694. The spelling, punctuation, etc., of the original have been preserved and the book is offered as a presentation of herbal knowledge as it was more than 250 years ago.

Railway Standard Charges Scale. — Pp. 31. 15s., post free. The Railway & Shipping Publishing Co., Ltd., 12 Cherry Street, Birmingham, 2. The new edition of Railway Standard Charges is based on the latest increases in rates (April 16). The publication contains all the present-day railway standard charges for all classes (1 to 21), at all mileages from six to 750 miles. In addition to the station to station rates, the present-day carted and/or delivered rates are also shown, so that no calculation of any description has to be made when requiring a railway standard charge on any class of goods to any destination.

British Journal Photographie Almanac. — 7½ x 5 in. Pp. 580. Editor: Arthur J. Dalladay, A.Inst.P. Cloth 7s. 6d., board 5s. Henry Greenwood & Co., Ltd., 24 Wellington Street, Strand, London, W.C.2. The 1951 edition of the Almanac (now in its ninety-second year of publication) contains special articles on photography and science, colour prints, stereoscopic apparatus, silver recovery, training the medical photographer and the practical use of electronic flash equipment. A selection of new methods, processes and for-

mulas of special interest which have appeared during the past year are described in "Epitome of Progress." Thirty-two photogravure works by well-known photographers are reproduced and a glossary of photographic terms and an index are given.

Bentley and Driver's Text-book of Pharmaceutical Chemistry (fifth edition). —Revised by J. E. Driver, M.A., Ph.D., M.Sc., F.R.I.C.  $8\frac{1}{2} \times 5\frac{1}{4}$  in. Pp. 671. 32s. 6d. Oxford University Press, Amen House, Warwick Square, London, E.C.4. In its new edition this now standard work for pharmaceutical students is brought into line with the requirements of the British Pharmacopæia, 1948. As in previous editions it discusses pharmacopæial substances from the standpoint of their analytical control and explains the official processes. Because the purpose of the book is the presentation of chemistry's application to pharmacy, theoretical chemistry is only lightly dealt with. Six chapters are devoted to methods of analysis (including photometric) and tests for impurities. A scheme for the identification of inorganic substances is included.

Safety in the Chemical Laboratory.-H. A. J. Pieters and J. W. Creyghton,  $8\frac{1}{2} \times 5\frac{1}{4}$  in. Pp. 258. 158. Butterworths Scientific Publications, Ltd., Bell Yard, London, W.C.2. Fifty illustrations. The book gives detailed information on all aspects of the dangers that beset a worker in a chemical laboratory. Dangers from chemicals entering or attacking the body either via the mouth, the lungs or the skin; electric shock; fire; careless handling of apparatus and explosions are dealt with exhaustively and where the danger is at all insidious a scientific explanation is given. Complete precautions are suggested against every kind of accident and the first aid applicable when these precautions are neglected is outlined. Pharmacists will be interested in the advice that autoclaves should be regularly tested to guard against explosion. Each chapter is completed by an extensive bibliography and the book by a detailed index.

# TRADE REPORT

Spot quotations for pharmaceutical chemicals represent the prices for wholesale quantities of standard quality. Prices of crude drugs and essential oils vary as to brand or grade.

London, July 18

THE most outstanding development of the week has been a considerable rise in the price of ZINC OXIDE. The Ministry of Materials having announced on July 14 that the price of good ordinary brand zinc was increased by £30 per ton, makers advanced the price of all grades of arise by vanced the price of all grades of oxide by £27 with effect from the same date. The new price for B.P. grade is £220 per ton. New prices for CALAMINE and ZINC CAR-BONATE will be announced shortly. There were no other major price changes in the PHARMACEUTICAL and FINE CHEMICALS markets. With the holiday season in full swing little interest has been shown in CRUDE DRUGS. Offers from source for prime ALOES (or f.a.q.) are almost non-existent. A little business is reported done in Portuguese Ergot for August-September shipment from 40s. to 42s. per lb., c.i.f. Colombian IPECACUANHA is easier with quotations from 53s. to 55s. per lb., c.i.f. Tinnevelly Senna remains very firm. Ministry of Food has announced that arrangements have been made, as an extension to the 1950-51 programme, for a small quantity of AGAR to be licensed for importation from Japan under individual licence up to the end of September. Spot quotations for Shellac are lower and quiet conditions have prevailed in the market for aromatic SEEDS. Though a fair business was done in WAXES the market has shown a tendency to weaken. The Es-SENTIAL OILS market continues quiet with Palmarosa, Brazilian Bois de Rose, Pep-PERMINT and PATCHOULI, easier on the spot.

Forward quotations for LEMONGRASS are a little firmer, ANISE for shipment is easier by sixpence per lb., with 11s. 3d., c.i.f.

being asked.

# U.S. Drug and Chemical Report

New York, July 13

The prices of Copper sulphate and carbonate have advanced under the prolonged strength and shortage of the metal. The Crude Drugs market is quiet and business is generally restricted to small lots. The margin between the selling price and reiling level of certain drugs is considered by some traders to be too small and thus to be a serious obstacle to trade. Among the items affected in this way is stated to be Black haw bark. Copaiba balsam has eased slightly in price as the result of small demand. Ergor for spot delivery scarce. Little interest is being shown in Jarnauba wax. Among Essential Oils, lealers are quoting lower prices for are and Dillweed in an effort to atract buying interest.

# Pharmaceutical Chemicals

Amphetamine.—Base is from 65s. to 68s., and Sulphate from 56s. to 59s. per lb., as to quantity. d-Amphetamine is from 650s, to 700s, per kilo.

Antimony salts,—Quotations for Potassium tartrate are from 9s. 6d, to 10s. and for Sodium tartrate from 12s, 6d, to 13s, per lb. Chloride (tri) is from 6s. to 6s. 3d, per lb. Sulphide is quoted at from 310s. to 320s, per cwt.

Bromides. — Potassium (crystal), Ammonium and Sodium in 5-cwt. lots are now 3s. 5d. per lb.; 1-cwt., 3s. 6d.; 28-lb., 4s. 4½d. per lb. Potassium in powder is 1½d. per lb. more than above prices.

CINCHOPHEN.—1-cwt. lots are quoted at 24s, 9d. per lb., with smaller quantities up

to 27s. 9d. per lb.

Iodine preparations.—Rates (per lb.) are as follows:—Resublimed iodine, 1 cwt., 20s. 10d.; 28 lb., 21s. 4d.; 7 lb., 25s. 2d. Iodoform powder, 1 cwt., 24s., 9d.; 28 lb., 25s. 3d.; 7 lb., 29s. 8d. (Crystal, 2s. 8d. per lb more). Potassium Iodide, 1 cwt., 17s. 11d.; 28 lb., 18s. 5d.; 7 lb., 21s. 10d. Sodium iodide, 1 cwt., 19s. 2d.; 28 lb., 19s. 8d.; 7 lb., 23s. 3d. (The above are unchanged but a number of minor iodides have advanced with effect from July 2).

PHENACETIN. — Dearer. 1-cwt, lots are now 6s. 9d. per lb.; 56-lb., 6s. 10d.; 28-lb., 7s.

Pyrogallic acid. — Quotations per lb. for Crystals are as follows: 1 cwt., 18s.; 56-lb., 18s. 6d.; 28-lb., 19s. 6d., net. Smaller quantities are from 21s, to 24s, per lb., less 2½ per cent. Resuelimed is 20s. 3d. per lb. for 1-cwt, lots; 56-lb., 20s. 9d.; 28-lb., 21s. 9d.; 14-lb., 23s. 3d. net. Smalls are from 24s. 9d. to 26s. 3d. per lb., less 2½ per cent.

Salol, B.P.C. — Current quotations for quantities of 1 cwt. are 9s. to 10s. 6d. per lb., according to pack; 28 lb., 10s. 6d.; 14-lb., 13s. 0½d.; 7-lb., 16s. 1d.

Santonin. — Scarce. The following makers' prices per kilo apply in the home market, including Eire:—5-kilo lots, £99 10s.; 2-4-kilo lots, £91; 1 kilo, £92 10s.; 500 gm., £94; 250 gm., £95 10s.; 100 gm., £97; smaller quantities, £98 10s.

SILVER SALTS.—NITRATE: In 1,000-oz. is now 4s. 2 ½ d. per oz.; PROTEIN unchanged at from 36s. 3d, to 42s, 9d. and for VITELLIN from 68s. 6d. to 76s. 6d. per lb., as to quantity.

SODIUM PARA-AMINO SALICYLATE. — Supplies of British are from £4 10s, per kilo upwards.

SODIUM SULPHATE, — Feathery crystals are 18s. 6d, per cwt.; medium, 17s. 6d.; and granular, 22s. 6d, per cwt. Exsiccated is 45s, per cwt.

Sulphacetamide. — Quotations are from 26s. 6d. to 28s. 6d. per lb., according to quantity. The Sodium derivative is 31s. to 34s. per lb.

Sulphaguanidine. — Rates are as follows: 5-cwt. lots, 22s. 6d.; 1-cwt., 22s. 9d.; 56-lb., 23s.; 28-lb., 23s. 7d. per lb.

Sulphanilamide. — Rates are as follows:—5-cwt. lots, 9s. 6d.; 1-cwt., 9s. 8d.; 56-lb., 9s. 11d.; 28-lb., 10s. 0½d. per lb.

Sulphocarbolates.—Sodium Phenolsulphonate, B.P.C. (powder) is now 6s, 5d. per lb, in 28-lb, lots.; 7-lb., 6s, 9d, per lb. Zinc, B.P.C., is 6s, 1d, per lb. (28-lb.); 7-lb., 6s, 5d, per lb.

Vanillin.—Current rates (per lb.) are as follows:—5-cwt. lots, 45s.; 1-cwt., 45s. 3d.; 56-lb., 45s. 6d.; smaller quantities, 45s. 9d.

ZINC CHLORIDE.—B.P.C., cake, is from 4s. 6d. to 4s. 10d. per lb.; sticks, from 5s. 10d. to 6s. 2d. per lb.

ZINC OXIDE. — Prices advanced by £27 per ton on July 14. New minimum (2 tons) rates are as follows:—B.P., £220; white seal, £208 15s.; green seal, £207 15s.; red seal, £206 5s.

# Crude Drugs

AGAR.—Steady. Kobé No. 1 on the spot is quoted at from 9s. per lb., duty paid.

Aloes.—Cape prime (or f.a.q.) offers from source are almost non-existent. Spot prices are nominally from 265s, to 270s, per cwt.; a parcel near at hand is offered at 250s., c.i.f. No offers of Curaçao.

Anise (star). — July-August shipment from Hong Kong is 245s., e.i.f., nominal.

Asafœtida.—Persian block is £22 10s, per cwt., duty paid, on the spot.

Benzoin.—Quiet. No. 1 Sumatra block on the spot is quoted at £28 per cwt.; for shipment, £26, c.i.f. Siam free almonds (medium) are offered at 37s. 6d. per lb., ex warehouse.

Camphor.—Firmer, Chinese (B.P.) powder on the spot is from 5s. 3d. per lb., in bond; \(\frac{1}{4}\text{-oz}\), tablets on the spot are from 7s 3d. per lb., duty paid,

Cardamoms. — New-crop Aleppy green prompt shipment for October-November is quoted from the origin at 18s, 6d, per lb., c.i.f.; for November-December, 17s, 9d, per lb., c.i.f.

CASCARA SAGRADA. — New-peel American bark August-September shipment is 310s., landed, duty paid. Old bark on spot is quoted at 325s. per cwt., duty paid.

CASCARILLA. — Quills on the spot are 1s. 6d. per lb.; siftings, 1s. 4d. per lb.

Ergot.—Business is reported done in Portuguese new-crop at from 40s. to 42s, per lb., c.i.f., for August-September shipment.

Galangal root.—A firm market. Parcel for July-August shipment from Hong Kong is quoted at 90s. per cwt., c.i.f.

GUAIACUM RESIN.—Spot quotations are in the region of 3s. 3d. per lb.

GUM ACACIA.—Kordofan cleaned sorts on spot, quoted at 132s, 6d, per cwt.; resellers, 118s., c.i.f.; from the origin, 119s., c.i.f., quoted.

Henna.—Sudan is 102s, 6d, per cwt. on the spot.

HONEY. — Australian supplies remain scarce on the spot; prices are 92s, per cwt. in 60-lb, tins, Jamaican is offered at around 104s, per cwt, in 3-cwt, barrels, while Argentine is 88s, per cwt, in 5-cwt, barrels, both ex warehouse.

IPECACUANHA. — Easier. Colombian is quoted at from 53s, to 55s, per lb., c.i.f.; July-August shipment, as to position. No offers of Nicaraguan from source.

Karaya.—Superior No. 1 gum on the spot is 440s, per cwt.; No. 2, 340s.

Kola nuts. African halves on the spot in London are from  $5\frac{1}{2}d$ , per lb.: to come ferward,  $4\frac{1}{4}d$ ., e.i.f.

Lanolin.—Anhydrous is about £140 to £145 per ton and hydrous, £120 to £125.

LIQUORICE. — Anatolian natural whole root on spot in London, quoted at 55s, per cwt.; decorticated, 110s, Syrian forward is offered at 160s, per cwt., ex natural, whole, 47s, 6d., and cut, 55s, per cwt., ex warehouse London. Belgian block juice, 195s, per cwt. Turkish block juice is quoted at from 158s, to 220s., duty paid, according to holder. Turkish stick is 240s. per cwt., duty paid, Italian stick, 240s. to 475s, per cwt., duty paid.

Mace.—West Indian pale blade is nominal at 9s. 9d. per lb.; for shipment, 9s. 4d., c.i.f.

MALE FERN.—Jugo-Slavian on the spot, is 55s. per cwt.; for shipment, 47s., c.i.f.

MASTIC.—Quotations for tears (No. 2) are from 12s. 6d. per lb., spot.

MENTHOL.—Chinese on the spot is from 86s. per lb., duty paid. Brazilian, on the spot is from 85s. per lb., duty paid.

MYRRH. — Steady. Aden selected sorts are quoted at from £16 to £18 per cwt., or the spot.

Papain.—East African No. 1 white on spot is quoted at from 35s, to 38s, per lb.: Ceylon sun-dried on spot is 31s, per lb.

QUILLAIA.—Whole bark on spot is 160s to 165s, per cwt.; for shipment, 145s., c.i.f. Cut bark is offered at 190s. per cwt., ex warehouse.

SEEDS. — Cyprus Anise is quoted at 162s. 6d. per cwt., Turkish, 150s. per cwt., in bond (160s. per cwt., duty paid), all spot London. CARAWAY. — Dutch is represented at 126s per cwt. now quoted at 136s. per cwt., duty paid in London. Celery.—Indian is unchanged at 1s. 10½d. per lb., spot London. Cor-IANDER .-- Morocco new-crop now landing is IANDER.—Morocco new-crop now landing is quoted at 125s, per cwt., duty paid. Indian (spot London) can be had at about this figure. CUMIN. — Spot, Cyprus and Indian are quoted at 245s, per cwt. For shipment, Cyprus is quoted at 190s, per cwt., c.i.f. Indian, 200s, per cwt., c.i.f., and Morocco, 195s, per cwt., c.i.f. DILL.—Indian is 80s, per cwt., spot London, and 67s 6d per cwt. is quoted for shipment 67s. 6d. per cwt., is quoted for shipment. Fennel.—Indian is quiet at 140s, per cwt., spot London. Fenugreek. — Morocco on spot now quoted at 48s. per cwt., duty paid, ex store London or Liverpool.

Senega. — Easier. New-crop is from

14s. 3d. to 14s. 9d. per lb., c.i.f.

SENNA.—Tinnevelly wet-crop leaves for SEANA.—Infleventy wet-crop leaves for July-September shipment are quoted as follows:—Prime No. 1, 1s, 3\fmathcal{4}d.; No. 2, prime, 1s, 1\fmathcal{4}d., and f.a.q., 1s, 0\fmathcal{4}d.; No. 3, orime, 11\fmathcal{1}d., f.a.q., 11d.; No. 4, cleaned, 4d., and f.a.q., 8\fmathcal{2}d. per lb., c.i.f. A parcel of hand-picked Alexandria pods now landing is offered at from 5s, 6d, to 7s, per lb., st to englity. as to quality.

SHELLAC.—Spot quotations are lower: F.O.T.N., pure, is 360s.; F.O. Standard, 370s.; and fine orange, 400s. to 485s.

per cwt., ex-London warehouse.

Strophanthus.—Kombé, 100 per cent. s quoted at 21s. per lb. on the spot.

STYRAX.—Spot is from 9s. per lb., duty aid, and 8s. 3d. in bond.

Tamarinds.—Calcutta on spot is 70s. 10 per cent. stones) and 72s. (5 per cent.) per cwt. Calcutta for shipment are quoted t 63s. to 65s. per cwt., c.i.f., with a 10 per cent, and 5 per cent, stone content, repectively.

VALERIAN.—Belgian on the spot is quoed at 182s. 6d. per cwt., spot. Indian is 60s. per cwt., spot; for shipment, 160s.,

i.i.f., quoted.

Waxes .- Bees' .- Dar-es-Salaam on the pot is 600s. nominal per cwt.; July-lugust shipment, 575s., c.i.f. Benguella n the spot is 625s., duty paid; July-lugust shipment, 580s., c.i.f. CANDELILLA. Spot supplies are offered at 625s, per cwt. Carnauba. — Prime yellow, spot, 150s. per cwt.; shipment, 1.120s., c.if. attv grey, spot, 1.020s, per cwt.; afloat, 000s. July-August shipment, 985s., i.f. Montan.—Reibeck crude on the spot 135s. per cwt. Ouricurt.—Prices are nchanged: 1.9 per cent., 895s. per cwt., ot; 1.3 per cent., 915s., with forward notations lower.

WITCH HAZEL.—Leaves on the spot are noted at 2s. 9d. per lb. and bark at 1s. 6d.

# Essential and Expressed Oils

Almond. — \* English-expressed is from 6s. 6d. to 7s. 6d. per lb. Bitter essential oil (s.a.p.) is from 26s. per lb., upwards, as to grade.

Amber.—Prices are unchanged. fied on the spot is quoted at from 1s. 6d.

Anise.—Spot quotations are from 12s. to 12s. 3d. per lb.; for shipment, 11s. 3d., sellers, c.i.f.

Bay.—Easier. West Indian is quoted from 14s. per lb., as to quantity.

Bergamot. — Supplies remain difficult. Nominal spot quotation is 82s, 6d. per lb. Bois de Rose.—Brazilian on the spot is

from 38s. to 39s. per lb., as to quantity.

Cade.—Supplies of Spanish are from 2s, 6d, to 3s, per lb.

CARAWAY. — English-distilled is offered at 45s.; imported oils in limited supply are from 38s. to 40s. per lb., on the spot.

CITRONELLA.—Little demand. Ceylon is quoted at from 12s, 6d, per lb., spot; for shipment, 11s., c.i.f. Java on spot is quoted at 12s, 6d, per lb.; for shipment, 10s., c.i.f.; Formosa on spot, 11s, 6d., 9s., c.i.f.

Clove.—English-distilled bud oil is from 30s, to 31s, per lb., with other grades of B.P. oil at about 27s, 6d, Madagascar leaf oil to come forward, 14s, 9d, per lb., c.i.f.

Lemongrass.—Spot quotations are from 23s. 6d. per lb.; July-August shipment, from 19s., c.i.f.

Palmarosa.—Spot quotations are from 55s. to 57s. 6d. per lb.

Patchoull. — Singapore is offering on the spot at 100s, and Seychelles at 95s. per lb.

PEPPERMINT. — Chinese arvensis oil on spot is about 34s. per lb.; afloat, 31s. on spot is 28s. per lb. Continental "Mitcham" piperita is offering at about 60s, per lb., while American B.P. oil is from 62s, to 70s. per lb., ex warehouse.

Rosemary. - Spanish on the spot is from 9s. 6d. to 10s. 6d. per lb., duty paid; new-crop to come forward, 8s. 6d., landed, duty paid,

SANDALWOOD. — Mysore oil on spot is from 82s. to 85s. per lb. East Indian. Dutch-distilled (95 per cent. santalol). 105s. per lb., duty paid. West Indian is available at 25s. per lb., spot. Englishdistilled, 90s. per lb.

Sassafras.—Brazilian natural is offering at from 6s. 6d. to 7s. 6d. per lb., duty paid, spot, according to grade.

SPEARMINT.—Spot quotations are from 55s. to 58s. 6d. per lb., duty paid.

Vetivert.—Bourbon is nominal at 250s. per lb., spot.

# TRADE MARKS

# From the "Trade Marks Journal," June 27

For moth destroying and repelling preparations (5). MOTHGARS, 696,798, by F. W. Hampshire & Co., Ltd., Derby.

For insecticides (5).

FOSFOG, B697,148, by Geo. Monro, Ltd., Waltham Cross. GAMEISO, 698,045, by Buggés Insecticides, Ltd., Sittingbourne.

For anæsthetics (5).

MINORCAINE, 697,616, by Willows Francis
Pharmaceutical Products, Ltd., London, E.8.

For pharmaceutical preparations (5).

PASMICINA, 694,477, by "Morgan" Laboratori Scientifici Italo-Americani, Turin. CRISTA-FOLINE, 695,147, by Ciba, Ltd., Basle, VIKA-STAB, 697,968, by Boots Pure Drug Co., Ltd., Nottingham. BROMAGIC, 698,087, by Philip Varley, Blackpool.

For scientific apparatus and instruments (9). AMAL, 698,155, by Amal, Ltd., Birmingham.

For hypodermic syringes and needles (10).

ATLAS, 697,360, by Atlas Surgical Supplies, Ltd., Manchester.

# From the "Trade Marks Journal," July 4

For industrial chemicals (1).

KEROPLAS, KEROPHENE, 698,258-259, Imperial Chemical Industries, Ltd., London, S.W.1. ALIPHAS, 698,391, by E. R. Howard, Ltd., London, E.C.1. NIACET, 698,533, by Union Carbide and Carbon Corporation, New

For non-medical toilet preparations, soaps and

perfumes (3).

PC49 and device of policeman, 684,970, by Droyt Products, Ltd., Chorley. DUENNA, 698,063, by Boots Pure Drug Co., Ltd., Nottingham.

For non-medical after-shave lotions (3).

MENNEN SKIN BRACER, 692,256, by the Mennen Co., New Jersey.

For all goods (3).
GERMAINE MONTEIL, 692,697, by Germaine Monteil, Paris.

For stain-removing liquid preparations (3).

SPOTTEX, B696,953, by Lifeguard Products, Ltd., London, E.C.2.

For soaps (3).

PYLON, 697,905, by Premier Soap Co., Ltd., Hull. FLOTSAM, 698,589, by Peter Lunt & Co., Ltd., Liverpool.

For all goods (5).

PADINOX, 689,131, by Claude Caron, Paris. MEDOXYLIN, THYOXYLIN, VALOXYLIN, 695,271-76, by Oxo, Ltd., London, E.C.4, LIXO-CHOL, 697,699, by The British Drug Houses, Ltd., London, N.1. GLYDEXIL, 698,321, by C. L. Bencard, Ltd., London, S.W.1.

For pharmaceutical preparations (5).

COROSEDINE, 691,839, by Société Modunal, Paris. GEEPS, 697,335, by Smith, Kendon, Ltd., London, S.E.1. ABBO-LITER, 697,899, by Abbott Laboratories, Chicago. CORVADIL, 697,955, by T. & H. Smith, Ltd., Edinburgh. MALIDONE, 698,727, by British Schering, Ltd., London, W.8.

For preparations for destroying vermin, sterilising preparations and disinfectants (5).

TOMORIN, 694,458, by J. R. Geigy, S.A., Basle.

For insecticides and fungicides (5).

ESSO, 694,560, by Esso Standard Oil Co., New

For pharmaceutical, veterinary and sanitary sub-stances, and infants' and invalids' foods (5).

FORTODYL, 695,415, by Antigen Laboratories, Ltd., London, W.1. Ro-A-Vit, 695,748, by Roche Products, Ltd., Welwyn Garden City, Herts.

For pharmaceutical antibacterial preparations (5). STRYCIN, 696,447, by E. R. Squibb & Sons, New York.

For pharmaceutical preparations and substances for

veterinary use (5). HEPT-O-SAN, 697,867, by Boots Pure Drug Co., Ltd., Nottingham.

For pharmaceutical preparations of hormones (5). HORMOVAGAN, 698,277, by Camden Chemical Co., Ltd., London, W.C.1.

For all goods (5).

TYROTRACE, 698,169, by Sharp & Dohme, Ltd., Hoddesdon. DEXOBARB, 698,275, by Medo-Chemicals, Ltd., London, N.I.

For safety razors and electric shaving instruments

STAR, 695,185, by Ever-Ready Razor Products, Ltd., London, N.W.9.

# LOCAL OFFICERS

Manchester and Salford N.P.U. Branch. -Chairman, Mr. J. G. Crossley, M.P.S.; Vice-chairman, Mr. E. S. Bury, M.P.S.; Treasurer, Mr. J. Tomlinson, M.P.S.; Secretary, Mr. T. Miller, M.P.S., 3 Wyngate Road, Hale, Cheshire.

Manchester Association. — President, Mr. Gordon Smith; Vice-presidents, Messrs. J. Lomax, J.P., and A. E. Parry; Secretaries, Messrs. E. Cronin, 46 Grangethorpe Road, Burnage, Manchester, and T. Miller, 3 Wyngate Road, Hale Cheshire; Social Secretary, Mr. W. Wilkinson.

Birmingham N.P.U. Branch.—Chairman, Mr. G. H. Walker; Vice-chairman, Mr. G. Goulding. PHARMACEUTICAL SOC-IETY BRANCH: Chairman, Mr. C. McArdle; Vice-chairman, Mr. D. J. Rushton, Asso-CIATION: President, Mr. C. McArdle; Vice-presidents, Messrs. F. R. C. Bateson and D. J. Rushton; Treasurer, Mr. G. N. W. Buckingham.

N the last analysis nothing but the unforgiving figures of net actual invoiced sales are the measure of a selling organisation's efficiency.

The net, all-off figures (Chartered Accountant's) for product X for which we became responsible 18 months ago are worth quoting. For the quarter after national distribution had been obtained, sales (in code) were 4,536. In the last two quarters they were 18,037 and 44,320 respectively. Product Y—on the market well before we became responsible—shows a similar trend. In the last four accounting periods sales were 8,071, 9,068, 11,522 and 16,854.

Yet another product we handle reflects much the same development—40.6% average monthly rise in the last 6 months.

Twenty-seven years of marketing proprietaries teaches much. Walter Crowe Ltd, Marketing Distributors, 3 & 4 Little Russell Street, London, W.C.I. Telephone: Chancery 7051-2. Telegrams: Relialines, Westcent, London.



'LISTERINE' ANTISEPTIC • RIMMEL COSMETICS • WESTWOOD LANOLINS
GEIGY ETHICALS • 'CLEARSPECS' • 'LINCTUS LOLLIES' • ETC., ETC.

# FRANK MACOWAL & YANATAS LTD.

MANUFACTURING CHEMISTS

invite enquiries for the manufacture of Pharmaceutical preparations, Liquids, Tablets, Vials, Ampoules and all sterile preparations.

WILLSHAW STREET, LONDON, S.E. 14. Phone: TIDeway 3846



Publicly advertised once more with a campaign, brilliantly conceived, which introduces something completely new in 'beauty' advertising.

- A new easy-pour bottle
- A new replica handbag pack
- Dressed window displays
- A supporting poster for seaside resorts

(This gained one of the coveted South Bank Festival sites in the recent National Festival competition.)

The new packs are available to the trade at revised retail prices of 3/6d. and 1/9d. (inclusive of tax). Old stocks of Lacto-Calamine (Antiseptic) Lotion in 4oz, bottles will be accepted for credit.

> Full particulars of Bonus Parcels on request.

HIMOKES

## acto-Calamine



Public Advertising now running

PATA

HE CROOKES LABORATORIES LIMITED PARK ROYAL LONDON N.W.10



#### IN MATTERS CONCERNING FEMININE HYGIENE



The responsibility to give professional advice when called upon has placed pharmacy in a position of high esteem and it is a service especially valued by women. When it is a question of family limitation it is always wise to suggest a RENDELL-FOAM Rendells Product. As pioneers of the chemical contraceptive we can now offer a range of preparations to suit every RENDELL-CREAM individual requirement

**RENDELL PESSARIES** RENDELL GELS

W. J. RENDELL LTD., ICKLEFORD MANOR, HITCHIN, HERT!

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AMINOPHYLLINE
A.P.C.
BARBITURATES
CARBROMAL
CODEINE CO.
EPHEDRINE HCL.
SULPHA. DRUGS
THYROID
VITAMINS

#### AMBER PHARMACEUTICALS LTD.

Manufacturers of Fine Chemicals and Pharmaceutical Products
BYRON HOUSE, 7-9 ST. JAMES'S STREET, LONDON, S.W.I

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#### While the sun shines

... you can enjoy record sales of BEACH! This pleasant non-greasy sun tan cream is going to be more popular than ever this year. The advertisement shown here will appear

during the summer in the IO-million-a-day-readership DAILY MIRROR, the holiday-makers' favourite paper. Back up this advertising by displaying this fine showcard (available on request). It's a full-colour drawing by the well-known artist Tage Werner.

Retail price 2/6 per tube.
Trade Price
12/- per doz. tubes.
Special terms—
5% discount on 3 doz.
7½% discount on 6 doz.



THE BRITISH DRUG HOUSES LTD. LONDON N.1

Bes/T/



## BEECHAM'S PILLS are now more popular than ever

The constant demand for Beecham's Pills is traditional, but the demand is now bigger than ever! This is because of the growing popularity of Smooth Coated Beecham's Pills. These have a special appeal to the modern market in providing the public with *just what they need* to keep fit and cheerful.

Show these moneymakers in your window—on your counter—and you, too, will be able to show record profits!

Send a card NOW for latest show material.

YOU CAN ASSURE YOUR CUSTOMERS that the Smooth Coated Beecham's Pills are identical in quality and formula with the original Beecham's Pills. Medicinally, there is no difference—the smooth coating contains no sugar. It dissolves very quickly in the stomach, permitting the full therapeutic effect.

BEECHAM (NORTHERN) LTD · ST HELENS · LANCS

#### SPECIALIZATION does count...

II2 YEARS of manufacturing experience and specialized technical development have provided the COX ORGANIZATION with the KNOW-HOW in the

Scientific production of

#### TABLETS and PILLS

QUALITY, UNIFORMITY and ACCURACY is maintained at every phase of production

ARTHUR H. COX & CO. LTD. BRIGHTON

#### TUNGLOSE

BRAND

DEXTROSE MONOHYDRATE



TUNNEL GLUCOSE REFINERIES LTD.

Bank Chambers, 329 High Holborn, London, W.C.I

Telephone: Chancery 6524 (6 lines)

Works: Tunnel Avenue, Greenwich

#### BROOKOL FLOROMA PYNAFORM

Disinfectants and Germicides for all purposes

#### BROOKOL

A chloroxylenol compound. Is a perfect antiseptic and disinfectant for home or hospital. 4 ozs. 9/- 16 ozs. 27/- per doz.

#### **FLOROMA**

A perfumed germicide and disinfectant. Ideal for drawing or sick room. Dispels offensive odours.

18/2 per dozen.

#### **PYNAFORM**

A superb deodorant and disinfectant, exhilarating and refreshing. 5 ozs. 9/- per doz. 20 oz. 24/- per doz.

BROOK, PARKER & CO. LTD.
ASHFIELD, BRADFORD

UR Distributors,\* through the personal visits of their representatives, are continually drawing the attention of the medical profession to the advantages† of

### Buffered Penicillin DCBL

† more stable in solution therefore therapeutically more reliable than unbuffered penicillin

\* Allen & Hanburys Ltd.
British Drug Houses Ltd.
Burroughs Wellcome & Co.
Evans Medical Supplies Ltd.
Imperial Chemical (Pharmaceuticals) Ltd.
Pharmaceutical Specialities
(May & Baker) Ltd.

#### THE DISTILLERS COMPANY (BIOCHEMICALS) LIMITED

SPEKE

LIVERPOOL

#### NOW AVAILABLE FROM STOCK!



NON-FLAM BASE ROLL-FILM

Sizes: 120, 620, 127

Bauchet

In damp-proof
ALUMINIUM
CONTAINERS

Of pre-war repute, the BAUCHET ROLL FILM is gaining an ever increasing position amongst the recognised brands. It combines speed with fine grain and colour correction.

Ask also for BAUCHET REVERSAL CINEFILM 8, 9.5 and 16 mm.

AT FULL
TRADE DISCOUNTS
FROM DISTRIBUTORS



10 DANE STREET, HIGH HOLBORN, LONDON, W.C.I

#### MARSHALL & JENKINSON

90 BOWDON ST. SHEFFIELD II. PHONE 2790.

Surgical Scissors 30 Years Experience — Household Sidebents
Paperhangers Etc

THE NATIONAL ASSOCIATION OF OPTICIANS
The next Examination for the Fellowship and Honours Diplomas will be held at Liverpool on November
26th, 27th and 28th. The last date of entry is
October 27th. Syllabus, Entrance Forms, etc.,
may be obtained from:

The Secretary, N.A.O. 8 Victoria Street, Liverpool, 2

Sachuit THE ONLY PERFUMED LACQUER REMOVER

NON-SMEARING — NON-DRYING
Order from your usual wholesaler or direct
ANNE SCOTT PREPARATIONS
158 Alcester Road, Birmingham, 13



CALSOL MILK made by JEFFREYS MILLER & COMPANY LIMITED.

## CARNEGIE

Manufacturers of Cinchona Alkaloids



#### QUININE and SALTS

ALKALOID BISULPHATE

DIHYDROCHLORIDE

HYDROBROMIDE

HYDROCHLORIDE

SALICYLATE

SULPHATE B.P. 1932 & B.P. 1948

TANNATE

TOTAQUINE

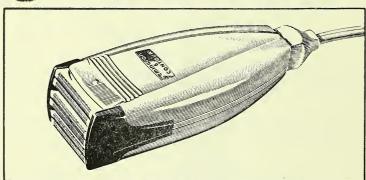
#### CARNEGIE QUININE WORKS LTD

WELWYN GARDEN CITY: HERTFORDSHIRE: ENGLAND

TELEGRAMS: CARNECHEM, WELWYN GARDEN TELEPHONE: WELWYN GARDEN 506 (4 lines)

'A CARNEGIES OF WELWYN' COMPANY

# We Proudly Present The amazing May REMINGTON Contour 6



#### THE MOST SENSATIONAL ELECTRIC SHAVER EVER INVENTED

The new Remington Contour 6 is here! The revolutionary features are the six diamond-honed heads, arched on a contour, to fit every type of face. Powered by the world's most powerful, most silent motor, the Remington Contour 6 opens up a new era of customer-satisfaction, improved shaving and big profitable business.

Tough beards are tamed, tender skins are pampered, by the Remington Contour 6. The pleasure this amazing

shaver gives is a revelation. Shaving is a dream . . . no longer a drag.

To tell men these facts, a powerful advertising campaign is being launched, full details of which will be announced shortly. Attractive sales-compelling showcards, posters and display units are free to keen stockists.

Tie-in with this scheme for bigger business through better shaving. Stock and display the Remington Contour 6—there is no finer business maxim. Write now, right now, for details to:-



### REMINGTON RAND LTD. (DEALER WHOLESALE DIVISION Dept. S.T.26)

1-19 New Oxford Street, London, W.C.1

#### PENICILLIN PREPARATIONS

LOZENGES · TABLETS · OINTMENTS · Etc. Aids to Dispensing Outfits of Creams and Drops

MANUFACTURED BY



DISTRIBUTED BY

#### MOORE MEDICINAL PRODUCTS LTD

I, QUEENS TERRACE ABERDEEN, Tel: 27233 64 GLOUCESTER PLACE LONDON, W.I. Tel; WELbeck 5718/9

Detailed Price List on Request

## NEW HAIR COLOUR RINSE achieves REGORD SALES!

Every stockist is reporting record sales of this remarkable new hair colour rinse from Paris. Widely advertised, it has only to be shown to be sold.

Get a stock from your wholesaler now.



Made in six shades:—Deep Brunette, Velvet Brown, Hazel Brown, Burnished Gold, Auburn, Steel Blue. Retailing at 1/3d. per card of two rinses.



#### TRADE PRICE

6/- per dozen (plus 100% tax) in boxes of two dozen of any one shade, or in a fixed assortment of two dozen.

Packed and distributed in Great Britain by

GOLDEN LTD., 2/4 DEAN STREET, LONDON, W.I. (Tel: GER 4926)



#### PROCAINE HYDROCHLORIDE B.P.

In addition, their wide range of other Chemical and Pharmaceutical products include:—

Para Dichlorobenzene • Ortho-Toluene sulphonamide • Para-Toluene sulphochloride • Para Amino benzoic Acid B.P. 2.4 Dinitro toluene • Ortho Toluidine Chloramine T • Para Nitro benzoic Acid. Saccharin • Benzocaine B.P • Formaldehyde, etc., etc.

#### AB BOFORS, NOBELKRUT

Write for samples and prices to the Sole Selling Agents:

#### GUEST INDUSTRIALS LTD. Raw Materials Division

Gracechurch Street, London, E.C.3
 Telephone: MANsion House 5631 (16 lines)
 Telegrams: Guestind, London. Sub-Agents
 In Scotland: H. M. Roemmele & Co. Ltd.,
 West Regent Street, Glasgow, C.2. Sub-Agents in Australia: John Beith & Co. Pty
 Ltd., Melbourne and Sydney.



A Harris and Dixon Company

She is inviting
16 million women
to change their
perfume to . . .



#### NARCISSE BLEU

The lady of the narcissi is appearing regularly in almost every periodical in this country appealing to women—and in a number of newspapers too! The following list will give some idea of the demand which will be created:—

Woman, Woman's Own, Woman & Beauty, Woman's Illustrated, Woman's Weekly, Modern Woman, Home Chat, Home Notes, Good Taste, Woman's Pictorial, Oracle & Miracle, Photoplay, Picturegoer, Picture Show, Illustrated, True Romances, True Story, Silver Star, Glamour, My Weekly, Weekly Welcome, Red Star Weekly, Red Letter, Secrets, Family Star, Daily Mirror, and Reveille.

For full details of the range, and surprisingly low prices of this genuine French perfume, write:

#### EXECUTIVE PERFUMES LTD.

DARLEY HOUSE, WEST STREET, LEEDS. 1

Telephone : Leeds 31361





to relieve mental distress and emotional

In 'Drinamyl', the two components—'Dexedrine', the central nervous stimulant of choice, and the sedative amylobarbitone—work together to ameliorate mood and relieve inner tension. Widely useful in everyday practice, 'Drinamyl' controls the troublesome symptoms of mental and emotional distress.

### 'DRINAMYL'

Each 'Drinamyl' tablet contains 5 mg. dextro-amphetamine sulphate ('Dexedrine') and 32 mg. (gr. ½) amylobarbitone. Available in bottles of 25 tablets — Trade price 31/6 per doz. and 250 tablets — Trade price 24/3 ea. 'Drinamyl' is a Schedule IV preparation.



ENLEY & JAMES, LIMITED, 123 COLDHARBOUR LANE, LONDON, S.E.5

Smith Kline & French International Co., owner of the trade marks 'Drinamyl' and 'Dexedrine'



Display the attractive Silvikrin Cream Shampoo Outer on your counter or in your window for at least 14 days and we will send you:

With every 3 dozen 1/3 size tubes ordered - a credit note for 9/-

With every 3 dozen 2/- size tube ordered—a credit note for 14/3



WITH EVERY 3 DOZ. 1/3 SIZE TUBES ORDERED

TRADE PRICES FOR SILVIKRIN CREAM SHAMPOO

1/3 size: 9/- per dozen, plus tax 2/-size:14/3 per dozen, plus tax



POST THIS NOW!	THIS IS YOU	R LAST CHANCE
TO SILVIKRIN LABORATORIES LTD - COUN PLEASE SEND ME	ITY BUILDING · HONEYPOT I  I/3 SIZE  2/- SIZE	ANE · STANMORE · MIDDLESEX  SILVIKIN CREAM SHAMPOO
NAME		
ADDRESS		
T/scs-3		

PLEASE SEND ME	1/3 SIZE 2/- SIZE	Silvikrin CREAM SHAMPOO
NAME		F 1
ADDRESS		
T/SCS-3		



TOOTH PASTE

in a

**NEW** dress and **NEW** large size

Modern styling of the carton has improved the shelf appearance of this long-established dentifrice which is now available in two sizes—the original standard size and a new, double size.

### SPECIAL OFFER

13 to the dozen on single dozens of the large size ordered direct.

THE SCIENTIFIC DENTIFRICE

THE SCIENTIFIC DENTIFRICE

COOTHVEASTE

PARKE-DAYIS
PRODUCT

STE STE

GRAMO

#### RETAIL PRICES

Standard Size 1/8d.

Large Size 2/9d.

PARKE, DAVIS & COMPANY, LIMITED

....

H O U N S L O W

## with the right appeal!



with its strong feminine appeal is creating good business for you. Through the popular national-magazines it's-reaching a great percentage of the women of the country. Young or old those women want to keep the natural sparkle in their hair. And from this advertising they're learning the secret! They are discovering it costs only 9d. for Shampoo and Tonrinz. Coming in eight natural shades for all colours of hair, there's a Toning Shampoo and Tonrinz for every customer! Be sure you can meet the demand. Order your stocks of Camilatone Toning Shampoo and Tonrinz now!

CAMILATONE LTD., EDGWARE RD., WELSH HARP, LONDON, N.W.9

#### THIS IS WHAT THEY ARE SAYING ABOUT SILCOT

WHEN
THE
SILCOT
USER
SAYS

THIS-

"In my opinion, and also various of my friends, there is not a product to touch yours on the market."

—Miss P., Streatham, London.

"I certainly find Silcot are the most comfortable and economical towels in use."

-Mrs. L., Newcastle-on-Tyne.

"I always ask specially for Silcot on account of their softness."

—Miss J., Bath.

"Silcot seem to be very popular, as my customers are continually asking for them . . ."

—From Stanstead Abbots.

"We are experiencing a big demand for your merchandise here... We should like to place a firm order for periodical deliveries."

—From Maesteg, Glam.

"We are receiving repeated requests for Silcot Sanitary Towels . . ."

—From Harborne, Birmingham.

"I am completely out of stock . . . Customers won't have any other kind now." —From Ilkley.

—IT'S NO

WONDER

THE

RETAILER

SAYS

THIS

★ The above are extracts from letters received during the past few months. You can sell with confidence a quality towel which is liked by the user and is proving profitable to the retailer. Silcot is advertised regularly in over twenty magazines, with a total circulation of over 12,000,000.



Sanitary Towels

Cotton Wool Knitted Covers Stitched Loops

ACDONALD & SON LTD., HOPE MILLS, POLLARD ST., MANCHESTER 4



For the sickroom, Zoflora can be recommended for the dual purpose of purifying the air and, with its pleasantly refreshing perfume, it is conducive to untroubled sleep.

A splendid seller in all seasons, for the home, the hospital and public rooms of every kind.

## Zoflora

perfumed

#### DISINFECTANT

is a preparation of antiseptic floral oils and synthetics, to be diluted with water for spraying.

Retail Prices: In bottles, 2/6, 9/- and 18/-.

Also complete spraying outfits 12/6 and 30/-

Usual Trade Discounts



T.Z.29



CH 3269

#### Concerning REPUTATION

M & B Pharmaceutical Chemicals include:

Barbiturates
Bismuth Salts
Bromides
Caffeine & Salts
Chloroform
Citrates
Cocaine & Salts
Ephedrine & Salts
Ether
Iodides
Opiates
Theobromine &
Salts

Available from wholesalers throughout the country.

**B.P.** The accumulated wisdom and knowledge which lie between the covers of the British Pharmacopæia have made it a model upon which many overseas countries have based similar publications for their own use. In other countries, particularly in the Commonwealth, the B.P. carries the same authority as it does in the United Kingdom. This great national work has, in fact, acquired an international reputation.

M&B For the manufacture in bulk of pharmaceutical chemicals to B.P. specifications, M&B enjoy a reputation which, though centred in the United Kingdom, reaches out to every continent. In the service of the pharmaceutical profession, care and skill in manufacture and a stringent system of analytical control combine to produce chemicals of the high standards of purity and uniformity required by the British Pharmacopæia.

#### MAY & BAKER LTD DAGENHAM

Telephone: ILFord 3060.

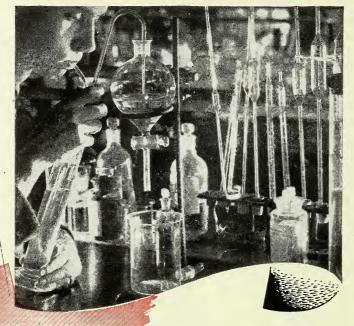
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Associated Houses in : SYDNEY, BOMBAY, PORT ELIZABETH, MONTREAL, WELLINGTON and LAGOS. Branches and Agents throughout the world





#### **PHARMACEUTICAL**



#### SALICYLATES

have been a Monsanto

speciality for many years. When

the German monopoly of aspirin left us short in 1914, it was Monsanto who manufactured aspirin in Britain. They now supply a considerable proportion of the nation's requirements.

#### INDUSTRY

The Monsanto trade name "Aspirgran" is acclaimed by tablet makers all over the world as the sign of the purest, free-running, granular aspirin: and the other Monsanto Salicylates are of equally high quality. These important products, and the other groups of Monsanto chemicals for pharmaceuticals, have earned a world-wide reputation in this industry. But this does not mean that Monsanto have concentrated solely on the production of pharmaceuticals. The standards they have set themselves in this important field have become

Monsanto standards through their whole range of chemical manufacture. The work of their laboratories is at the same critical level throughout; and the vast output of Monsanto chemicals is made to the unvarying high quality established in their production of pharmaceuticals.

- \* ASPIRGRAN
- \* SALICYLIC ACID B.P.
- \* ACETYL SALICYLIC ACID
  B.P.
- ★ METHYL SALICYLATE B.P.
- \* SALICYLIC ACID Technical
- \* SODIUM SALICYLATE B.P.

CHEMICALS FOR EVERY INDUSTRY throughout the world



Important Announcement

#### FAIRY DYES LTD

have pleasure in announcing the appointment of

#### FASSETT & JOHNSON LTD

86 Clerkenwell Road London E.C.2

as sole distributors for their

## NEW 6d ALL FABRIC FAIRY TINTS & DYES

for the

#### PHARMACEUTICAL TRADE

This all purpose, highly concentrated All-Fabric Dye in 12 popular shades, developed after years of research by the world-famous Fairy Dyes, now makes it possible to tint or dye any fabric including

NYLON, ALL RAYONS, COTTON, LINEN, SILK, WOOL AND MIXTURES

No Boiling Necessary

54/- per Gross

in display boxes of 4 doz. assorted or boxes of 1 doz. self-colours.

Ask the Fassett & Johnson representative for full particulars of the All-Fabric Dye and Display Unit!

Wonderful in Colour!



1951 NIVEA DISPLAY BONUS OFFER

An example of the attractive Nivea show material available for your window or counter on request.

Let this lovely showcard girl help you to a giant share of the 1951 Nivea Display Bonus. Each 10/- value of all orders for £5 and over earns you a bonus of 2 Popular Size tins of NIVEA CREME.

TELLING MORE PEOPLE...

SELLING MORE NIVEA

NT 107

IERTS PHARMACEUTICALS LIMITED, WELWYN GARDEN CITY, HERTS

A Name and Standard

#### "SURE SHIEL

(Reg'd, Trade Mark)

BRAND

IODISED THROAT LOZENGES

GLYCERINE of THYMOL **PASTILLES** 

FRUIT LAXATIVES

LOZENGES · PASTILLES **TABLETS** 

In bulk and ATTRACTIVE PACKS

Thos. Guest & Co Ltd

Manufacturing Chemists

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Tele. No.: Collyhurst 2975

Telegrams:
"Guesto'' Manchester



#### LIVER AND YEAST CONCENTRATE

Combining Liver Extract, Yeast, Vitamins B, and B2

IDEAL TONIC

HASTENS CONVALESCENCE AND HELPS OVERCOME LASSITUDE, FATIGUE AND MALAISE

> PACKED IN 4 oz., 8 oz., and 16 oz. BOTTLES

**EXEMPT FROM** PURCHASE TAX

THE ARMOUR LABORATORIES

LINDSEY STREET, LONDON, E.C.I

Telephone: Clerkenwell 9011 Telegrams: "Armosata-Phone," London

#### PRICE REVISION

## Mene and Menex

#### SANITARY TOWELS

Owing to the increased costs of Raw Materials the following revised Prices have been approved by the Central Price Regulation Committee

As from 2nd JULY, 1951

Mene with "sewn-on" loops and moisture-proof back

				Trade Per Gross Towels	Selling Price per doz. Towels		
No. 0			• • • •	•	25/4		$2/8\frac{1}{2}$
No. I	• • •				29/8		3/2
No. 2					36/8	•••	3/11
No. 3	•••	• • •	•••	• • •	44/10	•••	4/91
No. 4	•••	•••	•••	•••	53/I	•••	5/8

Menex with "TIED-ON" LOOPS AND MOISTURE-PROOF BACK

		Trade Per Gross Towels	Selling Price r doz. Towels
NEW XO		 21/10	 2/4
STANDARD	•••	 23/5	 2/6
POPULAR XI/T		 24/11	 2/8

WITH PATENT DETACHABLE "SEWN-ON" LOOPS AND MOISTURE-PROOF BACK POPULAR XI/S 25/10 ... ...

Manufactured by

ROBINSON & SONS LTD.

CHESTERFIELD & LONDON

#### Get busy with the NEW SIZE

-Albolene cleansing cream

NEW PAGK!

Smart, feminine and clean

Smart, feminine and clean

with plenty of shelf

with plenty of BUY

appeal and the

ME', look.

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NEW PRICE!

Down to a price
that's in tune with
the times. Down
to only 2|9
including tax.

It's a wonderful line in cleansing creams, this Albolene, but we haven't enough to satisfy everyone. Remember, it will be 'first come — first served' for Chemist and Customer. Send in your order for the new 'Trial' size NOW!

Retail:— 2/9 per tin, inc. tax. Trade:— 26/8 per doz. inc. tax. NEW BUSINESS!
Old customers still clamourold customers on the way.
ing—new ones on the way.
And National Advertising
And National buying.

Also available in 'Boudoir' size Retail:— 4/3 per jar, inc. tax. Trade:— 40/- per doz. inc. tax. Packed in dozens in outstand-

racked in dozens in outstandingly smart display cartons you'll be proud to show on your counter.

McKESSON & ROBBINS LTD

Eagle House, 90/96, Cannon Street, London, E.C.4

## MOTHAKS

DURING THE FIRST SIX MONTHS OF 1951, SALES HAVE AGAIN BEATEN ALL RECORDS.

Sole Makers

THOMPSON & CAPPER WHOLESALE LTD.

Speke Hall Road, LIVERPOOL, 19

## Whether it's manufacturing or marketing you want....

For over 70 years
we have been making
pills, tablets and capsules
to private formulae
or to special formulae
supplied by ourselves
•
In that time
we have learned a great deal
about Marketing
at home and overseas
All of that experience
whether of Manufacturing
or of Marketing
is at your disposal
if you care to
consult

Howard Lloyd
+ Co.Ltd.

11WATERLOO PLACE, LONDON, S.W.1 AND AT LEICESTER.

Makers of fine Pharmaceuticals to the Medical Profession since 1880.

#### ALWAYS IN DEMAND

## Beaulahis

PACKED IN ONE POPULAR SIZE 2/6



J. & J. BEAULAH LTD.
BOSTON, LINCS.





#### When Fungus is afoot

'Tineafax' Ointment complies with the twin essentials for effective treatment of "athlete's foot," ringworm of the body, "dhobie itch" and other tinea infections—ability to penetrate skin, and strong but non-irritating antifungal effect. 'Tineafax' contains no mercury lts fungicidal agents, chief of which is zinc undecylenate, are incorporated in a special ointment base which carries them through the skin to the most deep-seated spores, in the majority of cases the condition will clear in 7 to 21 days. For after-treatment, and prophylaxis in persons exposed to infection, 'Tineafax' Powder should be used. Dusted on to the feet and into socks and shoes, it prevents growth of the fungus.

'Tineafax' Ointment is available in tubes of I oz. (approx.) and I lb. jars, the Powder in sifter-top tins.

### 'TINEAFAX'

不管

COMPOUND UNDECYLENATE OINTMENT AND UNDECYLENATE POWDER

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) LONDON

#### **PROFITABLE**

SUMMER LINES

#### Colloidal Calamine Cream (Warrick)

For chafed and blistered skin. Suitable for the treatment of Cuts, Bruises, Burns, etc.

SPECIAL NON-GREASY BASE

Retail Profit TUBE ON COST

#### Callaidal Calamine

(Warrick)

A suspension of Colloidal Calamine in a special non-greasy base.

Cooling and Soothing. Smart 4 oz. bottle.

Retail Profit BOTTLE ON COST

WARRICK'S

Sun Jan **Aid** 

FOR A DEEP LASTING TAN

A liquid non-greasy cream which promotes tan without burn.

Spreads well, economical in use!

Retail

100°/0

**Profit** 

ON COST

#### Sun Tan Cream

Stains the skin to a rich tan. Shower proof — will not rub off. Removed by hot soapy water. Spreads well - evenly and easily.

The perfect leg make-up

Retail PER 2/6 I A R

Profit

 $\mathbf{100}^{\mathrm{o}}/_{\mathrm{o}} \overset{\mathrm{O}}{\mathrm{cost}}$ 

ORDER TO-DAY FROM

WARRICK BROS. LTD.

WARREX LABORATORIES . . . LONDON, N.



Changes in pricesbut not in margins

Increased production costs have forced us to amend the prices for the following P.A.T.A. counter packs. But retail margins are maintained at 50%; and even at the new prices these packs are still first class value to the public.

The prices for Howards Aspirin Tablets and Quinisan Tablets remain unchanged.

		With effect from 16th July, 1951			
Article	Size	To Retailer per doz. drums	To Public per drum		
Boracic Acid B.P. Crystals and Powder	2-oz	5/-d	-/7½d		
	4-oz	8/4d	1/-⅓d		
	8-oz	14/8d	1/10d		
Epsom Salts B.P.	4-oz	3/8d	-/5½d		
	8-oz	6/-d	-/9d		
	16-oz	9/8d	1/2½d		
Glauber's Salt B.P.	4-oz	4/8d	-/7d		
	8-oz	7/8d	-/11½d		
	16-oz	12/-d	1/6d		
Purified Borax B.P. Powder	2-oz	4/8d	-/7d		
	4-oz	6/8d	-/10d		
	8-oz	11/-d	1/4½d		
Sodium Bicarbonate B.P.	4-oz	5/-d	-/7½d		
	8-oz	8/4d	1/-½d		
	16-oz	14/4d	1/9½d		

#### **HOWARDS OF ILFORD**



and antiseptic is a colourless viscous liquid with a faint pleasant odour, for use in medical treatment and for pharmaceutical preparations. Phenoxetol is especially effective against certain gram-negative organisms, including Ps. pyocyanea. It is used by local application—by wet dressing, instillation or irrigation—in the treatment of infected wounds, abscesses, indolent ulcers, associated with Ps. pyocyanea. It should not be used for parenteral injection.

Phenoxetol is very effective in pyocyanea infections of burns or superficial wounds. It is especially useful for skin grafting, in dermatitis associated with Ps. pyocyanea, and for the sterilization of tuberculosis cavities infected with Ps. pyocyanea.

In addition to its anti-pyocyanea activity, Phenoxetol is an excellent preservative for penicillin creams and other pharmaceutical and medicinal preparations. Not only does it protect the creams from deterioration caused by various organisms such as mould and fungi, but it also prevents the inactivation of penicillin itself by inhibiting the growth of B. coli and other penicillinase producing organisms.

The following formula is successfully applied

for Penicillin Cream:

Para-Chloro-Phenoxetol, the antifungous compound specifically active in ointments, powders and solutions against infections by Trichophyton-Epidermophyton - Microsporum and Monilia organisms.

#### NIPA LABORATORIES

TREFOREST TRADING ESTATE nr. CARDIFF TEL • TAFFS WELL 128

Sole Distributors for the United Kingdom:
P. SAMUELSON & CO.

Africa House, 44-6 Leadenhall St., London, E.C.3

Telephone: ROYAL 2117-8

THE SYMBOL OF



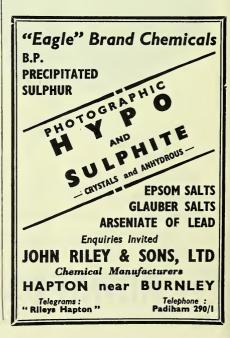
QUALITY AND SERVICE



Aspirin Salicylates and Allied Products

Graesser Salicylates Ltd.
SANDYCROFT NEAR CHESTER

Phone: HAWARDEN 2125 Grams: Quality Chester





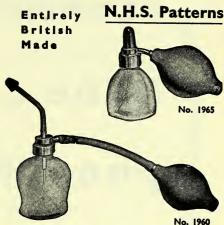
SAMCO Atomisers and Sprays differ from types in general use in that each model is a Scientific instrument specially designed to handle all types of spraying compounds without the necessity to adjust the nozzle of the instrument in any way.

Each instrument is manufactured and assembled to mathematically exact limits thereby assuring uniform performance.

Materials of the finest quality only are used and all components in direct contact with fluids are made of pure nickel, which is impervious to every known substance used in medical prescriptions.

All components are heavily chromium plated.

All SAMCO models are pressure operated, thus ensuring complete atomisation.



Supplies available from your usual wholesaler . .

**ACTUAL MANUFACTURERS** 

S. MURRAY & Co. Ltd.

Phone: EUSton 1757 & 5514

45 ST. PANCRAS WAY . . . . LONDON . . . . N.W.I



# sterilised bone calcium phosphate

Technical information, samples and quotations will be sent on request CALFOS LTD. IMPERIAL HOUSE, KINGSWAY, LONDON, W.C.2

Telephone: Temple Bar 3629



#### B. P. QUALITY

Mag. Carb. Levis. Mag. Carb. Pond. Mag. Oxide Levis Mag. Oxide Pond. Mag. Trisilicate

Mag. Hydrate. • Mist. Mag. Hydrox.

SUPPLIED THROUGH ALL WHOLESALERS
BY THE SOLE MANUFACTURERS:

THE WASHINGTON CHEMICAL CO., LTD.

(A MEMBER OF THE TURNER AND NEWALL ORGANISATION)

WASHINGTON, COUNTY DURHAM

LONDON OFFICE:

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74 PALMERSTON STREET, MANCHESTER, 12

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(Actual Manufacturers)

BELTS • TRUSSES
ELASTIC HOSIERY
SUSPENSORY BANDAGES
JOCK STRAPS
SHOULDER SUPPORTS
ETC.

Prices on application

THE SURGICAL APPLIANCE CO. LTD.

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#### WATFORD FINE CHEMICALS

Theophyllin and salts
Caffeine and salts
Bromides
Sulpha - drugs
Bromisovalerylurea
Ephedrine and salts
Pentamethylene Tetrazol
Dextro - Amphetamine
Acetarsol
Salol
Antibiotics (export only)

WATFORD CHEMICALS

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#### BURNSIDE'S EUCALYPTUS OILS

Distilled in Australia by the largest distillers and refiners of Eucalyptus Oils in the world.—W. K. BURNSIDE, PTY., LTD., MELBOURNE, AUSTRALIA

80/85% B.P. Oil Euc. Dives 40/45% Oil Euc. Citriodora 70/75% B.P. Piperitone 90/95% Oil Euc. Phellandra

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UNIFORMITY OF QUALITY . CONSISTENCY OF ODOUR

Agents for U.K.: WILSON & MANSFIELD, LTD., 15 Philpot LANE, LONDON, E.C.3

Phone: MANSION HOUSE 9264-5-6

(WHOLESALE ONLY)

Grams: WYFIELD, LONDON

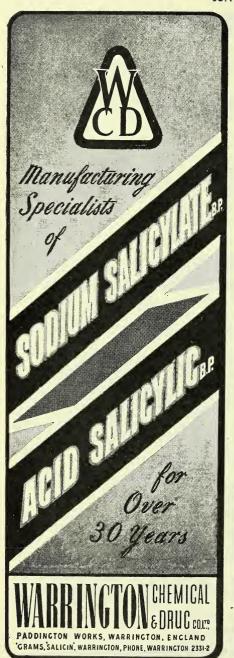
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Sterling Area Suppliers of

ITALIAN QUICKSILVER

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Telephone Nos. HOLborn 0517/9



#### THE HOUSE OF HAYWOOD

ESTABLISHED 1830

MANUFACTURERS & DISTRIBUTORS

Everything Surgical
ELASTIC HOSIERY
BELTS AND TRUSSES
CHEMISTS' SUNDRIES
COTTON DRESSINGS
PROPRIETARY MEDICINES

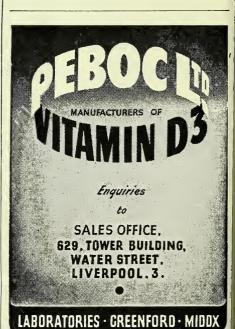
VAN DELIVERY SERVICE
WHOLESALE ONLY

Enquiries invited:--

Regd. Office and Works

II, I3 & 23, WARSER GATE NOTTINGHAM

Phone: 40488 & 45164 Grams:
APPLIANCE NOTTM.



### "I would advise . . . a BROOKS"

FOR hernia of all kinds members of the Medical profession have, for many years, prescribed the fitting of BROOKS RUPTURE APPLIANCES. Every BROOKS APPLIANCE is made to individual requirements; a special feature of our service being that

WE MAKE AND SUPPLY WITHIN A WEEK OF RECEIVING THE MEASUREMENTS

Allow us to send you full particulars—a postcard will suffice. Literature, including Measure Forms supplied free.



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#### BROOKS APPLIANCE CO., LTD.

80, CHANCERY LANE, LONDON, W.C.2. HOLborn 4813 HILTON CHAMBERS, HILTON ST., MANCHESTER I. Central 5031 66, RODNEY STREET, LIVERPOOL I. Royal 6548

"When I sell a bottle of . . .

### MIRACLE MIXTURE I make a friend"

Thus writes a Chemist who has a big Trade with Dog Owners

There is no medicine in this Country which has saved the lives of so many poorly dogs. There is no more elegant preparation. None which gives such certain and speedy relief and none which shows you a better return for your sales in good wishes and financial benefit.

Get in touch now with :-

THE HATCHWELL CO. LTD
BYRON STREET, PRESTON, LANCS

Telephone: Preston 5118



# "NEW DISPLAY IDEA BRINGS BIG EXTRA SALES"

#### says London Chemist

"A FEW days ago," said a busy London chemist, when we called on him recently, "I read an article in a Trade Magazine about using display space for goods that really warrant display—goods that bring in extra business—instead of cluttering up the shelves and counters with ordinary every-day products that people buy anyway without being reminded, or with items they get with their doctor's prescriptions.

It seemed a good tip, so I thought I'd try it. I cleared away a lot of the routine stuff from one counter and window and replaced



"It's always a good plan to have all three sizes of Ibcol—9d., 1/3d. and 2/-—on display together. Then customers see the advantage of buying the big size."



"Why use valuable display space for routine products that people buy anyway? Much better to display Ibcol and do extra business."

it by displays of Ibcol, the all-purpose germicide. I chose Ibcol because of its quality and value. After all, if it's good enough for hospital wards and operating theatres, it must be a pretty high quality product. At the same time it's reasonably priced and is excellent value to the public. What's more, it shows a really worthwhile profit for the chemist.

Well, I was doubtful about getting extra business, but I've really been surprised at the way my Ibcol sales have increased. And without losing on my ordinary stock lines.

There's no doubt about the fact that housewives are becoming more and more hygiene-conscious and Ibcol seems to be the brand they ask for. It's hardly surprising, of course, when you consider that Ibcol is a top quality product at only half the price of many brands. And with the tightening up of money that's an important factor in the mass-market."

Many other chemists report similar success as a result of Ibcol displays. What is your experience?

#### FOR HOME & EXPORT

Tartaric Acid B.P.
Citric Acid B.P.
Peptone
Diastase
Iodides



★ We can supply these and many other items advantageously.

M·W·HARDY

AND COMPANY

(OVERSEAS) LTD

PINNERS HALL-GT WINCHESTER ST-LONDON-E.C.2

TELEPHONE: LONDON WALL 7131

66 I

passed window'

INTERNATIONAL CHEMICAL CO.

## Turning the passer-by into the passing-buyer

The International Chemical Company Ltd. spend thousands of pounds every month urging the public to go to their chemists for 'Anadin', 'Kolynos', 'BiSoDoL', and all the other members of the famous I.C.C. range of products thus providing continuous support for the pharmacist. It is no secret that the stockists who obtain the most effective help from this support are those who devote space regularly on their counters and in their windows to the I.C.C. lines. Though the public know that they can buy, say, 'Anadin' from any chemist, the majority make their purchases where the goods are actually displayed . . . the passer-by is turned into the passing-buyer.

A recent survey revealed that the sales of one well advertised brand increased by as much as 35% while it was on display.

That is why the I.C.C. offer such a generous Display Bonus — one, too, that is paid in cash, not in goods.

Any pharmacist buying one of the mixed parcels of I.C.C. goods is entitled to an extra Display Bonus, on the terms outlined below, in return for his promise to display the brands for not less than 14 days following delivery of the parcel. Most pharmacists regularly claim this extra Display Bonus, but many of them do not take advantage of the excellent display material which the I.C.C. provide. Consequently when a display is given in return for the extra bonus it is not always as effective (or profitable) as it could and should be.

New and ever more attractive display material is being created continuously for the I.C.C. products, and our representative will be delighted to give you every assistance when he calls.

## ICC

#### DISPLAY BONUS TERMS

TD., Chenies Street, London, W.C.I.

## ZAC-ly right!

#### For Baby-For Mother-For You!

Right for Baby's delicate skin. Right for Mother who wants the best at moderate price. And right for YOU because Zac Baby Cream is a first class 'repeater'! Shows you excellent profit (particularly when ordered with other packed pharmaceuticals)! And is consistently backed by both National and Local advertising.

Nationally Advertised

Powerful advertisements for ZAC BABY CREAM are currently appearing in leading women's weekly and monthly magazines. News of the World, People, and a long list of Provincial Papers. Sales are certain. How are your stocks?

Retails at (inc. Tax)

> 2/9 double quantity



#### SOLE AREA SELLING AGENTS

S.W. ENGLAND - - - - Messrs. J. R. Gibbs Ltd., Paignton, Devon MIDLANDS - - - - - Messrs. John Knox (Stoke-on-Trent) Ltd., Stoke EAST ANGLIA - - - - Messrs. East Anglia Wholesale Supplies Ltd., Norwich

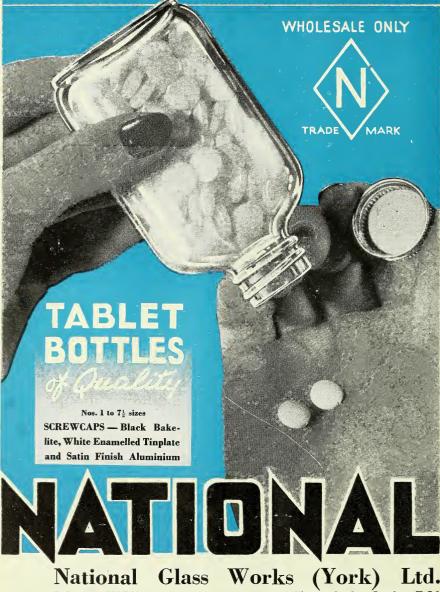
GREATER LONDON - Messrs. Allied Drug & Chemical Co., London, N.W.1

NORTHERN IRELAND Messrs. George Crawford (Belfast) Ltd., Belfast SCOTLAND - - - - - Mr. L. D. Gray 603 Clarkston Rd., Glasgow S.4 S.E. ENGLAND - - - Messrs. Thomas Blake & Co, 10 North St., Horsham, Sx.

HOUGH HOSEASON & CO. LTD.

Levenshulme, Manchester 19





Fishergate, YORK Telephone: York 3021 105 Hatton Garden, London, E.C.1 Telephone: Holborn 2146

## ZIMMERMANN

& CO. LTD.

#### CHEMICALS

Adrenaline
Amidopyrine
Benzocaine
Carbromal
Chloral Hydrate
Creosote
Diastase
Ephedrine
etc. etc.

Ichthammol
Pancreatine
Papain
Pepsin
Phenazone
Procaine Hydrochlor
Sulphonal
Theophylline
etc. etc.

#### ESSENTIAL OILS

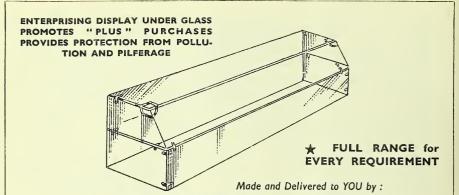
Aniseed, Bay, Cajuput Juniper, Peppermint, etc



We also manufacture a wide range of Floral and Speciality type bouquets for all classes of Trades

#### CHAS. ZIMMERMANN & CO. LTD

DEGA WORKS, WALMGATE ROAD, PERIVALE, GREENFORD, MIDDLESEX
Telephone: PERIVALE 9121 (four lines)
Telegrams: ACIDOLAN, GREENFORD-MIDDX



## WATERHOUSE Makers of Fine Shop Fittings

Head Office :

BULL BRIDGE · ACCRINGTON LANCS

Telephone:

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At the time of writing this advertisement we have limited stocks of the following papers:

16 lb. BROWN KRAFT, 20" × 30", @ 30/- per ream

16 lb. BROWN STRIPED KRAFT,  $20'' \times 30''$ , @ 34/6 per ream

AZURE DEMY @ 37/6 per ream

Carriage paid on orders of £5

#### TOWNSENDS (JAMES TOWNSEND' & SONS, LTD.)

SPECIALIST CHEMISTS' PRINTERS

LITTLE QUEEN STREET, EXETER.

Also THE ORCHARD PRESS, EASTCOTE, PINNER.





Telephone Royal 4922/3
CAMPERDOWN STREET
LONDON, E.I.



#### Page-Barkers SCURF AND DANDRUFF LOTION

Trade 20/- dozen money Back Guarantee Tax one-third Retail 3/4 P.A.T.A. on every bottle!

Sole Distributors to the Chemists' Trade-THOS. CHRISTY & CO. LTD. NORTH LANE

> ALDERSHOT, HANTS. Sole makers and proprietors:-

THE ILEX SUPPLY CO. LTD. 252b, Gray's Inn Rd., London, W.C.I



#### Ribbed Oval ...

The new Beatson Ribbed Oval carries on the tradition of the increasingly popular Beatson Medical.

Available in a wide range of sizes both Cork Mouth and Screw Neck, with either White Enamelled or Black Bakelite Caps.



#### BEATSON, CLARK & CO. LTD.

Manufacturers of Chemical and Medical Glass ROTHERHAM · Established 1751 · YORKS **OINTMENT MILLS** 

Super Speedy Mill

IN REGULAR USE ALL OVER THE WORLD

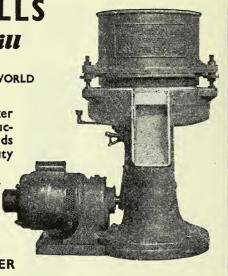
THIS Machine is a combined Mixer and Grinder and is used very successfully in the production of all kinds of Ointments, Tooth Pastes, Beauty Creams, Patent Foods, etc.

Each Machine incorporates Thirty Years'
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S. W. WILKINSON & CO. LTD.,

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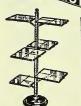












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Greatest co-operative campaign in the history of the Trade builds big new markets for Handkerchief Tissues!



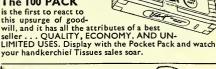
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#### ONE SELLS THE OTHER

The 100 PACK

is the first to react to



. . . tell vour customers it's a Velvet Product

**VELVEX Toilet Tissues,** medicated, fully wrapped and sealed, are produced to the highest standards of quality and hygiene. Quality Toilet Paperat a popular price, they satisfy the most fastidious customer.

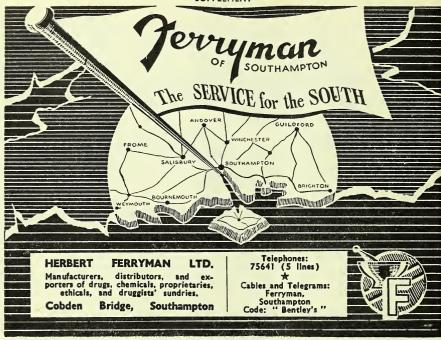


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The regular use of Bristow's LANOLIN Shampoo has proved to thousands of women that it is a highly effective corrective for parched hair. The summer months will make more and more women aware of the parched condition of their hair — All of them will be prospective customers for Bristow's LANOLIN Shampoo. So show it on your counters—in your windows. Large-space Advertising is supporting you.

## Bristow's LANGLIN SHAMPOO



#### ASPIRIN is an acidic substance, sparingly soluble

JOHN BELL, HILLS & LUCAS LIMITED,
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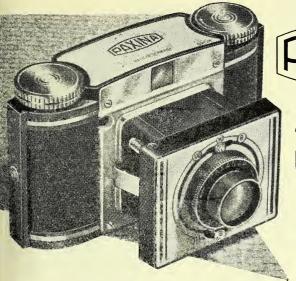
#### DISPRIN is neutral, stable, soluble - and palatable

The reasons for preferring calcium aspirin to aspirin lie chiefly in the fact that it is a neutral, soluble and bland compound, whereas aspirin is acidic, sparingly soluble and may act as a gastric irritant. But calcium aspirin has a



defect of its own—chemical instability; and in consequence attempts to manufacture it in the form of a stable tablet have hitherto met with little success. These difficulties have now been overcome. 'Disprin,' a stable tablet preparation, readily dissolves to yield a substantially neutral and palatable solution of calcium aspirin that can be prescribed in all conditions in which acetyl-salicylate administration is indicated, except in cases of extreme hypersensitivity.

On prescription Disprin is free of Purchase Tax Clinical sample and literature supplied on application



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Small enough for the pocket, but takes pictures big enough to avoid enlarging every time

HE PAXINA is a smart, Continental camera, taking 12 pictures  $2\frac{1}{4}'' \times 2\frac{1}{4}''$  on standard 120 roll film. The robust die-cast body is leather cloth covered and bright parts are finished in chrome and dural. It has the compact dimensions of a folding camera, but bellows are avoided and great rigidity of lens panel secured by reason of the all-metal extending box front. Loading the film is quite simple, and may be carried out in daylight. The camera s fitted with a standard English tripod bush.

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VIEW FINDER Built-in eye level optical viewfinder. SHUTTER B,1/30 and 1/100. Release so designed that accidental exposure cannot take place when the camera is not in use.

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#### SHAMPOO TREATMENT

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ESODERM Trade Mark

Medicated Shampoo

5/-per I doz. retail less 333% discount, Purchase Tax 3/4 per doz Retail price: 1/61 per tube including Purchase Tax

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Bonus offer of 13 to the dozen

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-it's supported by bigger-

than-ever advertising!

The Hygex '333' rubber-cushioned hairbrush, with flexible, single nylon strands which are non-corrosive, has already proved itself a fast seller. Now, with a new, more powerful advertising campaign, it will be in even greater demand. This popular brush retails at only 7/6 and is supplied in rosewood, satinwood, pink, pastel blue and green finishes in the distinctive Hygex display carton.

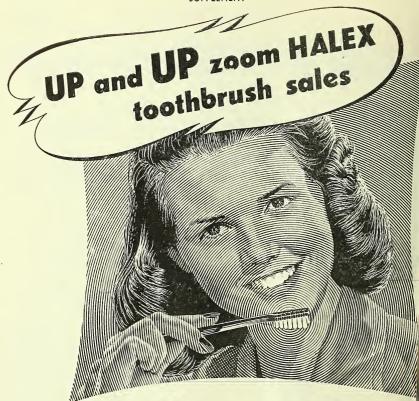
7/6 each retail
49/6 per doz. plus P.T.

Order now through your usual wholesaler



good brushes people can well afford

ole Manufacturers: HENDERSON BROS. & CO. LTD., PALLION ESTATE, SUNDERLAND



## more and more "dates with a HALEX" every week

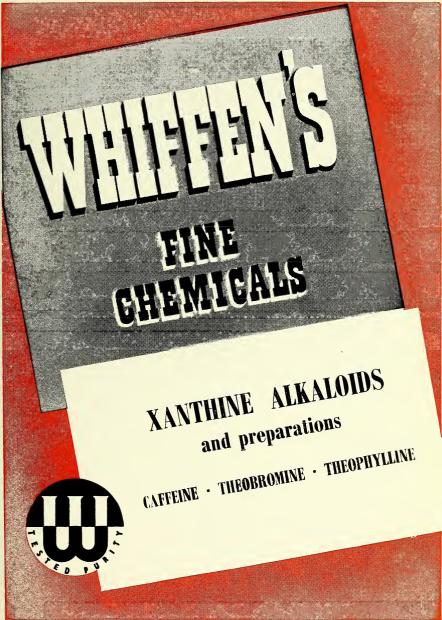
Hatex have found another sales-making winner—and here you see her winr smile. The sales-curve has never risen quite so steeply.

#### But it's not only the advertising

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Such good news takes time to spread; but spread it has, and the puis responding with ever greater demands. More and more people are decisto keep a date with a Halex. Help them by keeping your Halex displays on your counter.

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## Now is the time to recommend

## 'LOREXANE'

to your farming

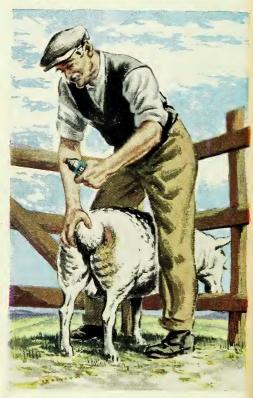
#### customers

This valuable fly-strike dressing does FOUR things:

- Destroys the maggots.
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- Kills flies attempting to re-strike.
- Clearly marks the treated sheep.

'Lorexane' Antiseptic Cream can be recommended also for treatment of all minor wounds.

Available in tubes of 100 grammes and jars of 500 grammes.



#### 'LOREXANE' Antiseptic Cream

Trade Mark

(contains 0.1% gamma BHC plus 0.1% Proflavine Hemisulphate)

#### —the ideal dressing for fly-strike

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